Board of Trade Journal

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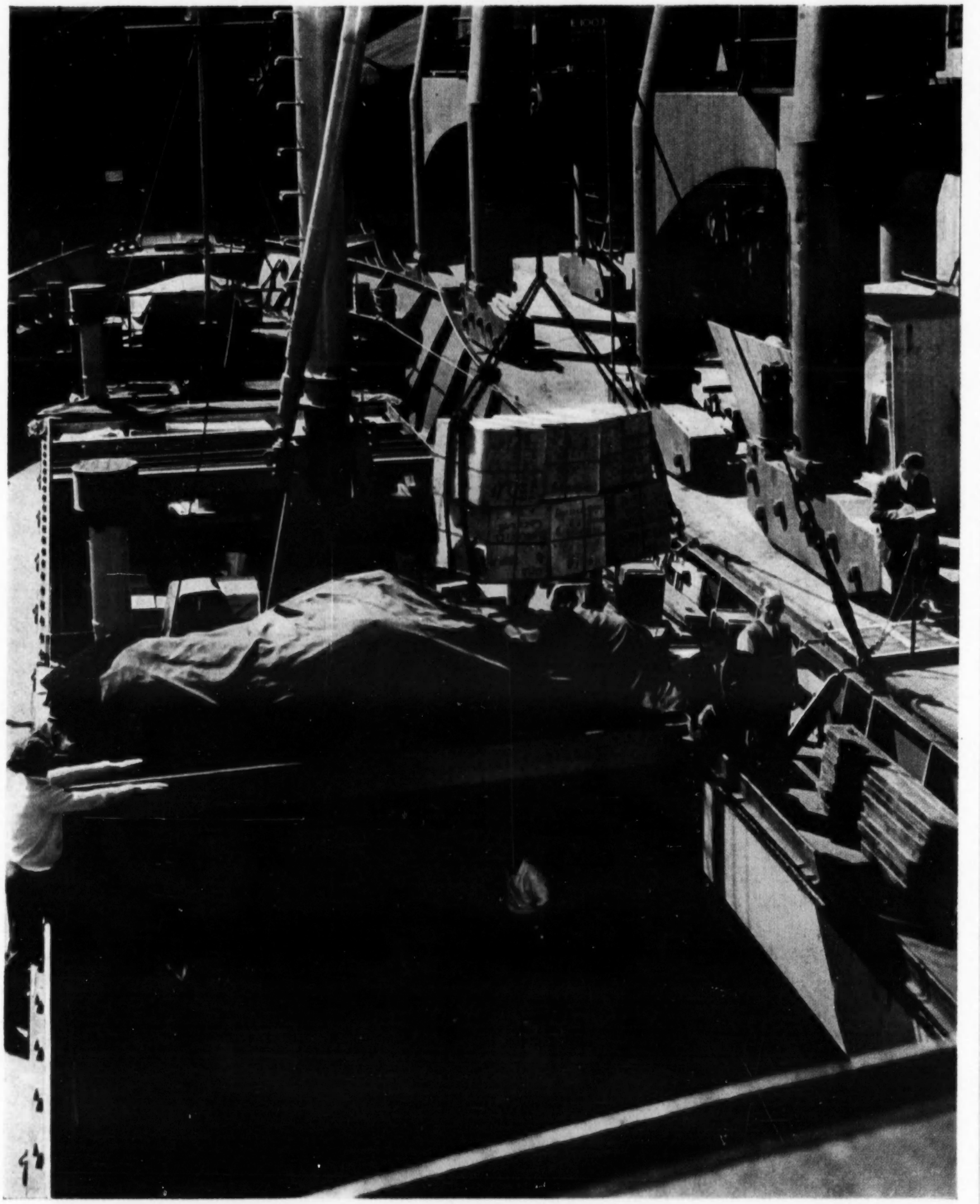

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Front cover photograph

British goods for the Rhine ports are loaded at London Docks. A series of articles on trading with West Germany begins in this issue as a prelude to 'Market Germany', the export promotion exercise in which a team of Commercial Officers from HM Government posts in West Germany will tour British industrial centres.

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'Market Germany'

Export promotion tour of the United Kingdom by HM Commercial Officers, beginning October 3

A message from Herr Kurt Schmücker, Federal Minister of Economics, Federal Republic of Germany, upon the inception of 'Market Germany'

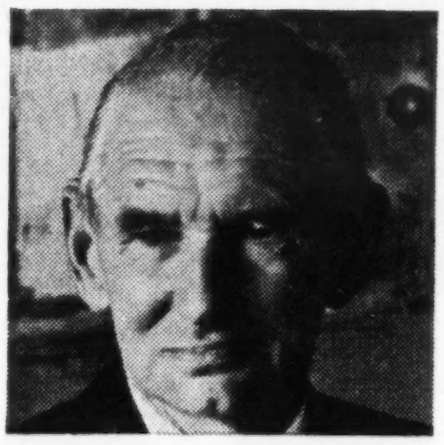
Anglo-German trade relations have been characterized by a steady growth in the volume of goods exchanged. The total value of transactions has climbed from DM 2,800 million in 1958 to DM 5,900 million in 1965.

This 110 per cent growth of trade during the period 1958 to 1965 shows that Great Britain's membership of EFTA and Germany's membership of the EEC as well as the steady integration of the two states in their respective economic organizations have not impaired the Federal Republic's trade with the United Kingdom.

The constant development of trade relations between Germany and Great Britain clearly illustrates the advantages of the international division of labour through foreign trade, even for highly industrialized states with a similar economic and foreign trade structure.

In view of the increasing specialization and the resulting international division of labour, the volume of trade effected by countries with the same foreign trade and industrial pattern is still capable of further growth. This is particularly true of Anglo-German trade since two highly developed and geographically neighbouring industrial nations, which are engaged in a process of steady economic expansion, can be the ideal trading partners.

For this reason, I welcome the British Government's efforts to help British firms to increase their share of the German market by a thorough appraisal of market possibilities in Germany.



A message from the Rt. Hon. Douglas Jay, President of the Board of Trade

I am most grateful to Herr Schmücker, the Minister of Economics of the German Federal Republic, for his introductory message to the series of articles which the *Board of Trade Journal* are publishing in connection with 'Market Germany'.

There has been an enormous increase in trade between Britain and the Federal Republic in recent years. Nevertheless, although the Federal Republic is now our second-largest export market, we are still only the sixth largest supplier of her imports, accounting for 4.5 per cent of the total. This proportion can be increased, and I am sure that exporters and potential exporters to the Federal Republic will find the general articles in this series of help in this task.

These articles are designed to serve as an introduction to 'Market Germany' – the visit, beginning later this month, by six members of our overseas service for detailed discussions with British manufacturers of seven particular ranges of commodities on the promotion of their exports to Germany. While there is an ever increasing interchange of capital goods between Britain and the Federal Republic, the emphasis in this exercise has been placed rather on consumer goods, which constitute five of the selected groups of commodities. This is because I feel that it is in this field that British exporters may not yet be fully aware of the extent and variety of the potential German import market.

This attempt to increase the rate of expansion of our exports to the Federal Republic certainly has the good will of the German Government. All that is needed on our part is the maximum effort to seize our opportunities.

Western Germany: the economy and market

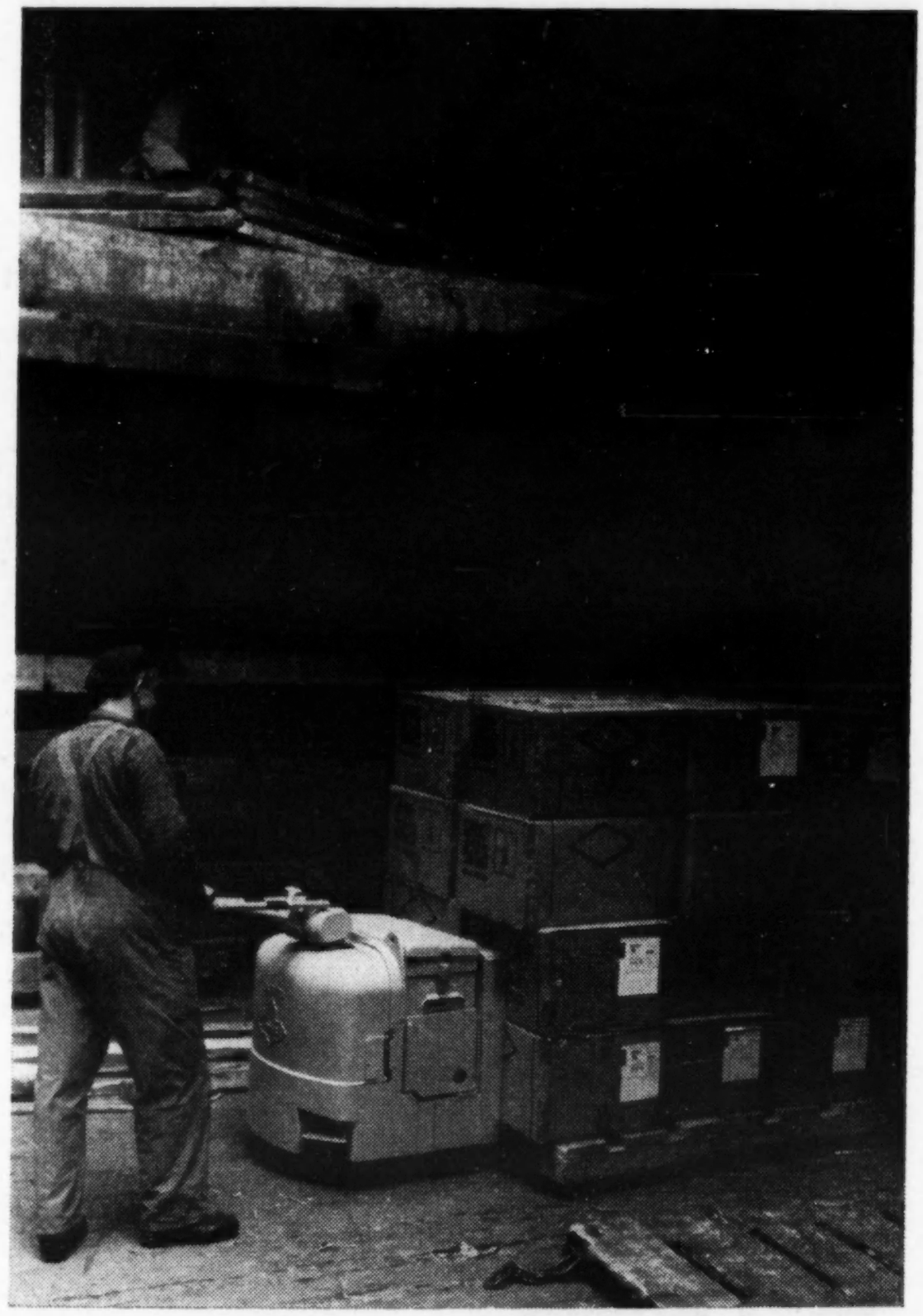
by S. L. Edwards, Minister (Economic), British Embassy, Bonn

This is the first in a series of articles on West Germany in anticipation of the special export promotion exercise 'Market Germany' which begins on October 3. During the exercise six British Commercial Officers from posts in Western Germany will interview some 700 British firms with the object of increasing our exports to this valuable market.

THE FEDERAL REPUBLIC of Germany and West Berlin together cover 96,000 square miles; the United Kingdom 94,000 square miles. In the Federal Republic and West Berlin in December 1965, there were just over 59 million people; in the United Kingdom 54.5 million. The average income per head in both countries was £517 in 1965. The proportion of the gross domestic product which manufacturing industry, agriculture and services supplied was within a few percentage points the same in both countries. Foreign trade plays a vital role in the development of both economies. In short, on a purely statistical comparison, the economy of the Federal Republic looks markedly like that of the United Kingdom.

This similarity has not meant and does not mean that trade between the two countries is in some way inhibited because they make and sell broadly the same goods and compete worldwide for markets. On the contrary, British exports to the Federal Republic and West Berlin went up from £166.4 million in 1960 to £280.4 million in 1965 – and figures for the first half of 1966 still indicate a rising trend. This experience is supported and indeed underlined by the development of Germany's trade with other advanced countries, with the United States and France in the lead.

Against this background this article looks at the German economy with the aim of spotting potential opportunities for British exporters. In so doing it introduces a series of articles which will look at different aspects of doing business in Germany in preparation for the export promotional activity to which the name 'Market Germany' has been given; and it explains some of the thinking which has led to the selection of those commodities covered by 'Market Germany'.



British goods for Germany.

Germany's pattern of import supplies

As a first step to looking at Germany as a market for British goods, it may be useful to examine some of the evidence which Germany's current import pattern supplies as to her dependence on the products of other countries. In 1965 43.6 per cent by value of the Federal Republic's imports were of manufactured goods; 31.5 per cent were basic materials or semi-manufactures; the balance is accounted for by food, drink and tobacco. Of the United Kingdom's contribution to these imports the leading items were electrical machinery and equipment, motor vehicles, other machinery and appliances, fabrics of wool and animal hair, chemical intermediates and chemical manufactures. There is also a substantial volume of agricultural trade, notably in barley and, less regularly, in live cattle for slaughter, but, as one might expect, the great bulk of United Kingdom exports to the Federal Republic was in the field of manufactured goods.

The combination of the relative importance for the German economy of imports of manufactures and semi-manufactures, and the predominance of these commodities in United Kingdom exports to Germany, suggests that it is in these fields that future prospects are brightest. If one considers volume alone, this is undoubtedly correct. The very similarity of the German and British economies makes, paradoxically, for greater business opportunities between the two countries. The laws which govern the rate of technical innovation seem to lead to a very even spread, in the development of new ideas, throughout all those countries which have a capacity for producing advanced goods; this in turn leads to the increasing interchange of components between highly developed countries, a trend already reflected in the trade pattern between the United Kingdom and Germany.

If, then, the bulk of the interchange between the United Kingdom and Germany seems likely in the future as in the past to lie in the field of producer goods such as machinery, components, chemical manufactures and transport equipment, it may at first sight seem strange that only two of the commodities selected for 'Market Germany' could be described as falling broadly within this field: laboratory and scientific instruments, and packaging machinery. The explanation is twofold. First, in the producer goods field the interchange between the United Kingdom and the Federal Republic tends to be in items such as advanced electronic devices, specialized engineering components, or chemical intermediates, which do not lend themselves to a promotion of this kind, either because they are so advanced, or because of difficulties of definition, or again because production is limited to a few large firms already exporting on a big scale. Secondly, it has seemed to

the Commercial Services in Germany and the Board of Trade that there are relatively unexploited opportunities, particularly in the field of consumer goods, of which British exporters could take greater advantage given access to more detailed market information, on questions of taste, for instance, which is better conveyed by discussion than by more formal written reports.

Prospects for consumer goods

It was thinking along these lines which led to the selection of the remaining five commodity groups, all of them basically consumer goods. Two particular aspects of the German economy influenced the choice. On the one hand, personal wealth in Germany has increased at a remarkable pace over the past 15 years, as can be seen from the fact that income per head went up from £136 in 1950 to £517 in 1965. For comparison the United Kingdom, to reach the same level in 1965, started at £214 in 1950. While the rate at which consumers' spending has risen is not quite so rapid, it has nevertheless increased threefold. In absolute terms the total volume of consumer expenditure in 1964-1965 was some £20.5 thousand million. Within this expenditure an ever-increasing proportion tends to go to satisfying the more sophisticated demands of a society in which prosperity has become the normal state of affairs. It was for this reason that it appeared to the Commercial Services in Germany that the demands for an ever greater variety in outer clothing for women, in speciality foodstuffs, in high-quality furniture and in furnishing fabrics would provide opportunities for British exporters. Many of the goods in this range have also the potential advantage that style and taste may well be more important factors in dictating the choice of the buyer than price. In other words, even quite a high level of customs duty or levy can be surmounted because what is offered is unique and has, as it were, a price of its own.

The choice of hand-tools and do-it-yourself equipment, the last

(*Continued on next page*)

Dr. Olaf (left), head of the remote control and automation section of Bergbau Forschungs-Institute des Steinkohlenbergbauvereins (the Institute of Stone and Pit Coal Mining), Essen, West Germany, discussing the AEI CON/PAC process computer with Neil Brake, section leader programming unit at AEI Automation headquarters, Knutsford, Cheshire, recently.

Do's and don'ts for British exporters to West Germany

DO

(i) Visit the territory. The importance of this cannot be stressed too highly. It keeps your agent on his toes and the impression of local market conditions obtained during a brief visit can often be worth more than pages of market reports.
(ii) Indicate prices in Deutsche Marks, c.i.f. Berlin or German frontier.
(iii) Use the metric system when giving weights and measures.
(iv) Where a German standard (DIN) exists try to comply.
(v) Correspond, if possible, in German. Contrary to popular beliefs, everyone in Western Germany does *not* speak English.
(vi) Give your agent generous advertising support. If your product is a consumer good, such as food or drink, advertise it to the same extent as you do at home.

DON'T

(i) Appoint an agent and sit back and forget all about him.
(ii) Quote f.o.b. prices in sterling (except in the traditional and long-established woollen piece-goods trade).
(iii) Send measurements expressed as '4′ 6″' and prices as 42/3¾d. per yd. or per cwt. (Avoid all abbreviations; they are quite incomprehensible).
(iv) Insist upon your agent or importer writing in English. His English may not be too good, and misunderstandings are often hard to put right.
(v) Assume an article will be readily accepted in Germany because it is easily exportable to (say) the United States, or Australia.
(vi) Expect an agent to finance the advertising of *your* product from *his* pocket.

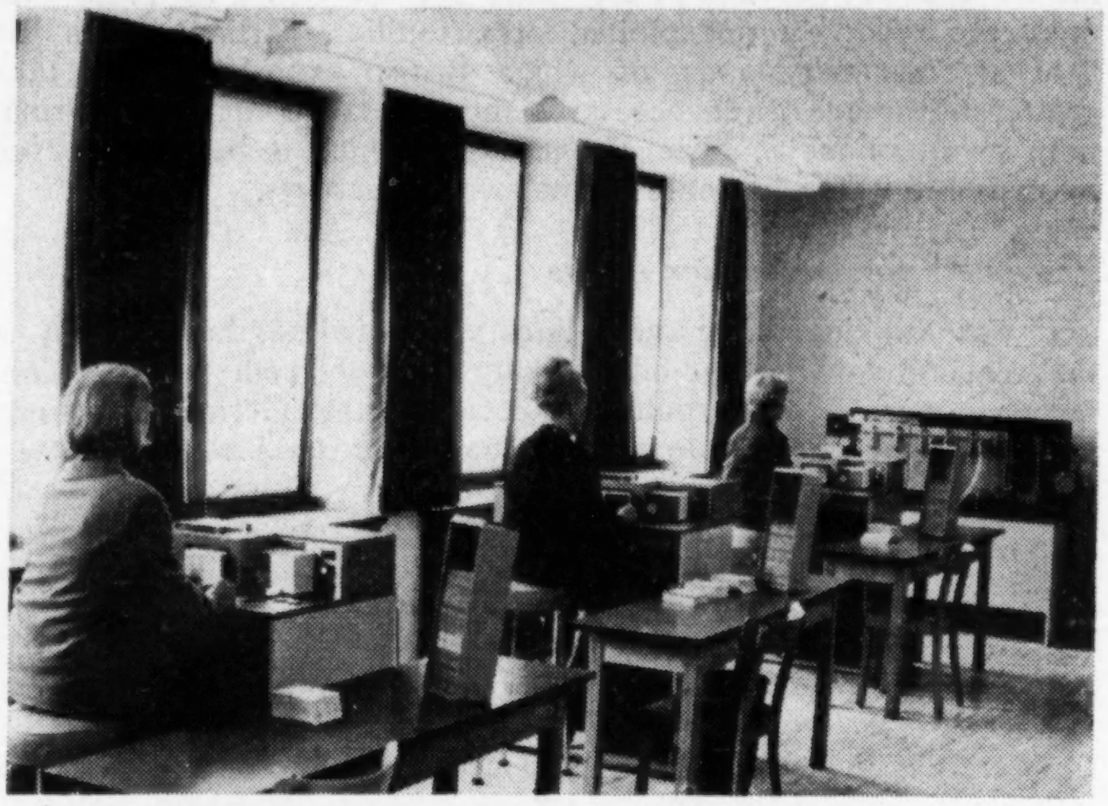
A top level West German trade delegation visited the Paignton plant of Standard Telephones and Cables Limited last spring as part of a tour organized by the Export Council for Europe and the Electronic Valve and Semiconductor Manufacturers' Association. Here, Mr. R. H. Tanner (right) outlines the features of a new TV transmitting klystron to Dr. E. Koch (centre), AEG-Telefunken, and Dr. Ing Herbert Schnitger, (left) of the German Post Office.

WESTERN GERMANY, *continued*

of the five product groups in the consumer field, was influenced by a separate, but related, aspect of the German economy, namely the acute shortage of labour. For some time now unemployment in Germany has lain around 0.6 per cent of the working population, despite the reinforcement of the labour force by some 1.3 million immigrant workers from other parts of Europe. This, combined with the steady increase in effective demand for higher living standards, has led to the emergence in the Federal Republic of a pattern familiar to people in the United Kingdom from developments in their own country in the post-war years. Such labour-intensive operations as interior decorating, repair and maintenance of household goods, the making of simple furniture, have all become so expensive, and indeed so difficult to arrange even when they can be afforded, that Germans are increasingly moved to do these things for themselves. Because this development in Germany has come rather later than it has in the United Kingdom, it seems probable that many of the tools and techniques which have been developed in the United Kingdom could find application in Germany too.

As regards the two product groups outside the consumer field, it is in part again the advance in the cost of labour which suggests packaging machinery as a promising subject for further exploitation. Just as the German economy has followed the economies of other highly developed countries in pushing ordinary citizens to do jobs for themselves which traditionally they would have paid others to do for them, so too has the whole system of retail distribution tended to develop on self-service lines. With this development must go a parallel development of packaging and, of course, packaging machinery.

The choice of laboratory and scientific equipment, the other of the two product groups in the producer field, stems straight from the factor which I stressed at the beginning of this article namely



Part of a Crosfield High Speed Microfilming installation at Nordwest Lotto, Cologne, Germany.

that the broad patterns of economic and technological development which are likely to govern the development of trade between Germany and the United Kingdom favour an increased exchange of products with a high technological content. Within this broad field laboratory and scientific equipment suggested itself as a manageable commodity group and one which, for the following reasons, seemed an especially suitable target. One's estimate of potential markets tends to be influenced by the popular, traditional picture of a particular country and its products. In relation, for instance, to German estimates of what it would be useful to buy from the United Kingdom the knowledge, perhaps first acquired in early geography lessons, that the United Kingdom is a traditional

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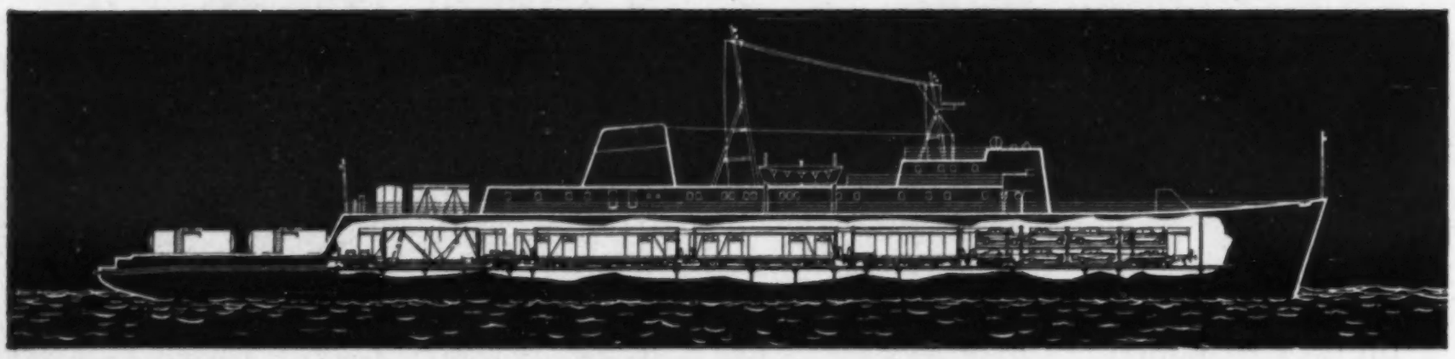

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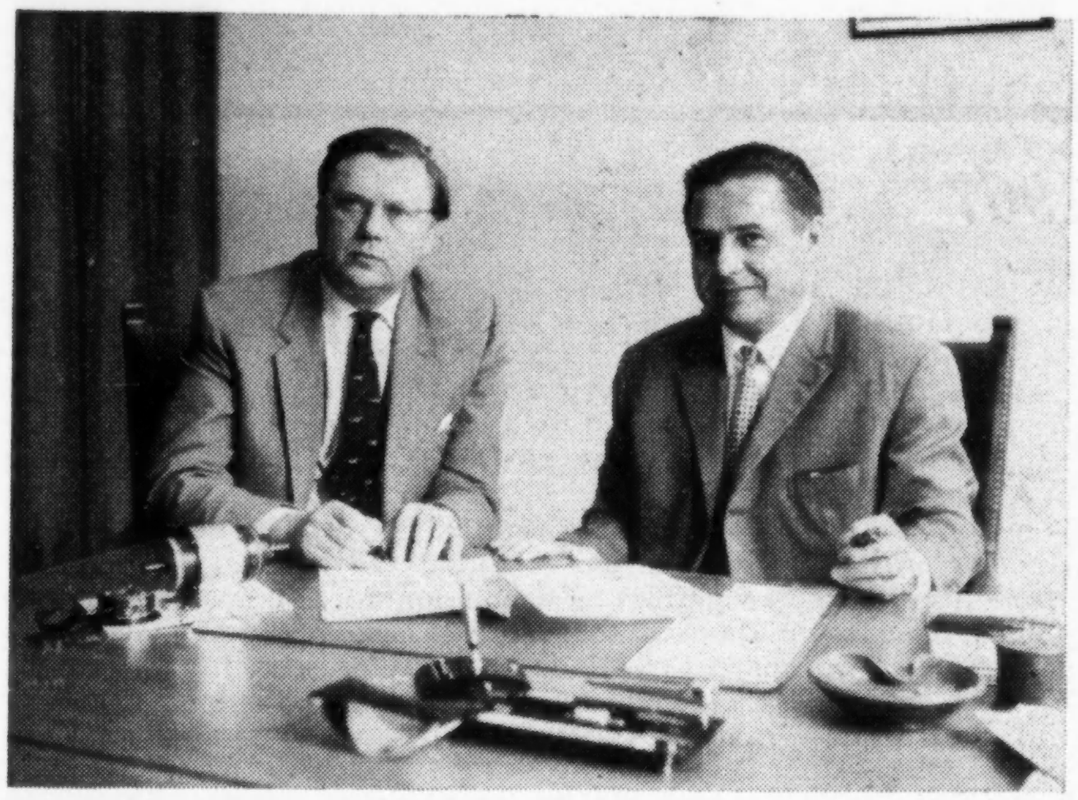


Mr. B. J. Tysoe (left), general sales manager of Motor Rail Ltd., of Bedford, and Herr Heinz Maroldt, managing director of Maschinenfabric Hans Lenze KG, of Bosingfeld, signing an agreement giving the British company exclusive United Kingdom handling rights for the German firm's range of electro-magnetic couplings and brakes.

producer and exporter of high quality textiles can play quite an important role. In reverse, it may be that Germany's reputation in the United Kingdom as a home of advanced scientific thought and research may sometimes have led people who had goods which were saleable in this field to neglect Germany despite the fact that the United Kingdom has much to offer that can command a market there. Over and above this, the current public and governmental concern in Germany that the country has been falling behind her competitors in the field of research, means that almost certainly more money is going to be spent on it over the next few years. The search will be for equipment which is being developed on the fringes of knowledge and United Kingdom firms may well have apparatus in this advanced field which their colleagues in Germany would be glad to acquire.

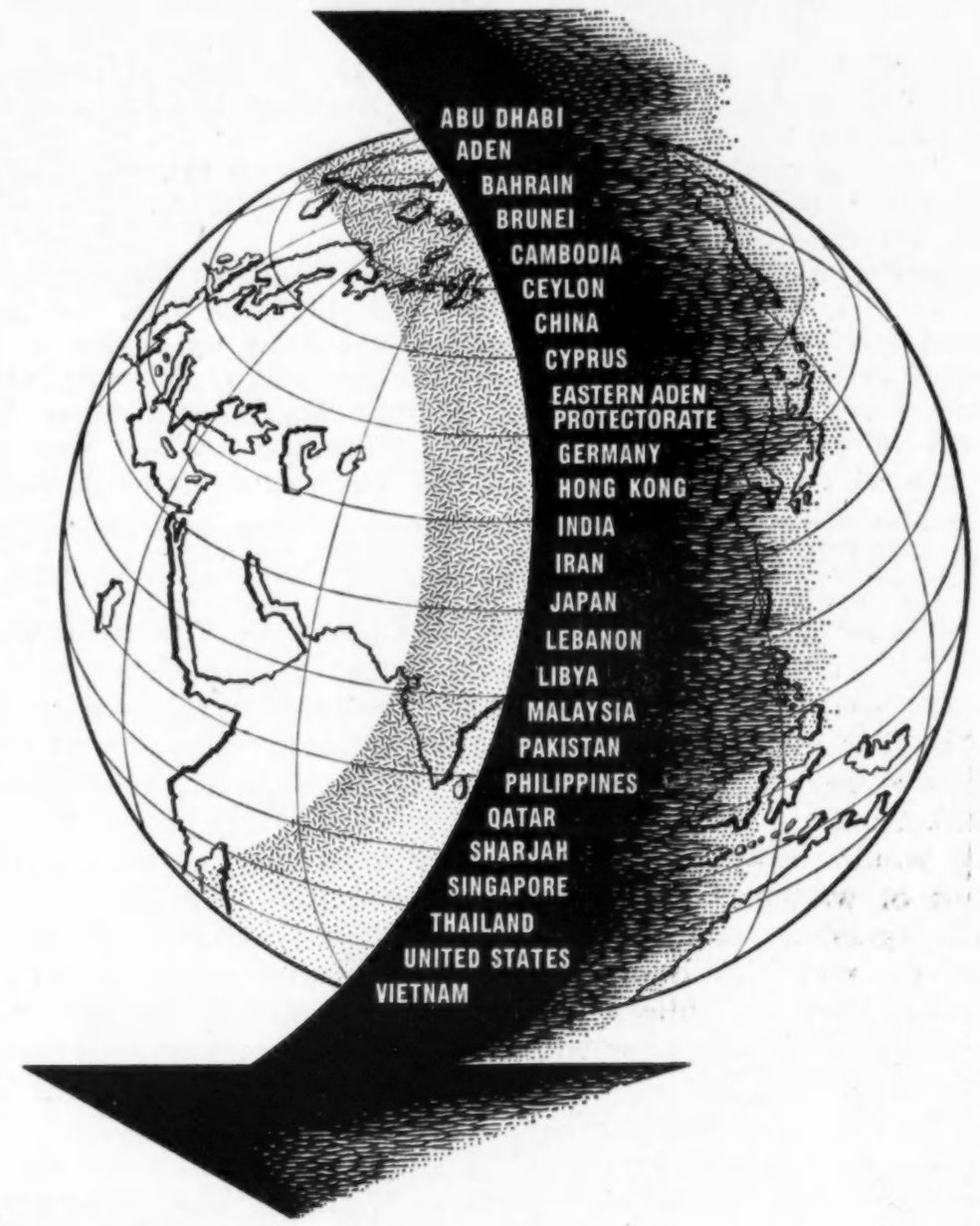
Scientific equipment

A look at the category of scientific equipment leads on to consideration of the last aspect of selling to Germany which 'Market Germany' is seeking to emphasize: selling to public authorities. 'Market Germany' has sought to place emphasis on this because, as readers of this article will be aware, the Federal Government have accepted a broad obligation to stimulate purchases of United Kingdom goods, both military and civil, by public authorities in Germany. The aim is to bring about an extra flow of foreign exchange from Germany to the United Kingdom to offset the purchases of Deutschemarks for Sterling which Her Majesty's Government have to make to pay for the local costs of British troops stationed in Germany. It is appropriate to link 'Offset' sales with our choice of scientific equipment, for 'Market Germany' because it is precisely in the field of scientific equipment that on the civil and, indeed, to quite a large extent on the defence side the best opportunities for increased sales of United Kingdom goods to German public authorities seem to lie.

Beyond this category, at least on the civil side, it is hard to define specific types of goods for which a market may exist. German public authorities, like the public authorities in all other countries, must naturally look first and foremost to local sources of supply. There are, however, elements in German economic thinking which may help to counter the natural instinct in this field. One consequence of German membership of the Common Market is a tendency to look more readily beyond the national frontiers for sources of supply. In terms of the attitude of public authorities,

(*Continued on next page*)

The best way to these EXPORT MARKETS



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The Queen's Award to Industry, 1967

THE CLOSING DATE for the receipt of applications for the Queen's Award to Industry, 1967 is October 31, 1966. Application forms can be obtained from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1. (Tel. Sullivan 7000).

The Queen's Award to Industry was first awarded this year to 115 industrial units. 86 were cited for export achievement, 11 for technological innovation and 18 for combined achievement in exports and technology. The recipients of the Award represented a very wide spread of industrial activity and size of company. Every region in the country, including Northern Ireland, was also represented.

Further awards will be announced each year on HM the Queen's personal birthday, April 21. The Award is valid for five years from the date of its announcement.

The Prime Minister announced in the House of Commons on February 4, 1965, that HRH the Duke of Edinburgh had consented to chair a committee which would draw up a scheme for awards to industry, to be made by the Sovereign, for outstanding achievement either in exports or in technological innovation. The report of the Duke of Edinburgh's Committee – which gives the criteria which have been adopted for the Award – was published by HMSO on August 3, 1965, and was the subject of a statement in the House by the Prime Minister on the same day when he said that the Government had accepted its recommendation.

Recommendations for the Award are made to the Queen by the Prime Minister, who is assisted by a committee composed of senior industrialists and civil servants, chaired by the head of the Home Civil Service.

Recipients of the Award are entitled to display the distinctive emblem designed by Abram Games, OBE, RDI, FSIA. It symbolizes royal recognition of technological and export achievements. A representation of the emblem cast in stainless steel and embedded in transparent plastic is normally presented to a recipient by Her Majesty's Lieutenant of the appropriate county, together with the formal Grant of Appointment.

Note: See opposite page for representative photographs of the 1966 awards.

A special display featuring the Queen's Award is being held currently at the Board of Trade Northern Regional Office, Wellbar House, Gallowgate, Newcastle-upon-Tyne.

WESTERN GERMANY, *continued*

this has meant that within the present decade the rules under which they buy have been amended so that they are no longer, as they always were before, obliged to give preference to German suppliers. The effect has been to extend the new opportunity to suppliers of any nationality, not merely to those within the Common Market itself.

It would, however, not be right to leave this subject without a word of warning: German public authorities, like any others in well regulated countries, must make their purchases on the best estimate they can obtain of the comparative value of what is offered. They are obliged to pay close attention to the availability of service and spares for equipment. British companies looking to them as a market must therefore be prepared to match local suppliers in every respect.

Such, then, is the background to 'Market Germany', an operation intended to do for British exports to Germany what other similar operations have already sought to do for our exports to the United States, Australia and Canada. I hope that this and the following series of articles will stimulate the interest, not only of those sectors of British industry directly involved, but of British industry as a whole in this great and growing market, now the second largest British export market in the world. If they succeed in this, then the prospects of success for 'Market Germany' will be the greater, and we shall be that much nearer our objective of increasing our share of the German market by those few decimal percentage points which would alone be enough to bring substantial relief to our hard-pressed balance of payments.

Patent and trade mark laws in West Germany

A DRAFT BILL to amend the patent and trade mark laws has recently been published in West Germany. A copy of the Bill and an unofficial English translation may be inspected in the Annex to the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

GERMAN FOR THE BUSINESSMAN

Coinciding with the Board of Trade's drive to increase exports to Western Germany, we are running a series of intensive German courses specially for businessmen. The courses are residential and are held in the quiet and comfort of a Cotswold country house hotel. Bookings are now being accepted for the two-week course starting on 24th October.

WESTERN LANGUAGE LABORATORIES LTD.,

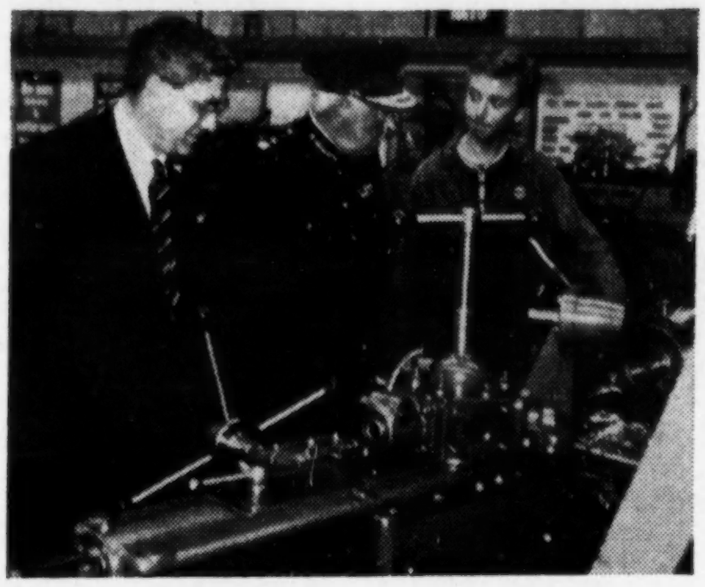
45 Cheltenham Road, Cirencester, Glos. (Tel: 2894)

(See us on Stand No. 81 *at the Export Services Exhibition at Olympia from* 10*th to* 14*th October)*

The Queen's Award to Industry

Some of the 115 British companies named as the first winners of the Queen's Award to Industry earlier this year.

The Queen's Award flag flying over the director's block at Saunders Valve Co. Ltd.



The Duke of Norfolk (centre), Lord Lieutenant of Sussex, accompanied by Mr. P. W. Seligman, chairman of APV Co. Ltd., talks to apprentice Barry Edwards, after the presentation ceremony.

Col. John Thomson, Lord Lieutenant of Oxfordshire, speaking at presentation ceremony held by Pergamon Press Ltd. Mr. Robert Maxwell, MP, managing director, is on Col. Thomson's left.

Turntables for export to the United States, being assembled at Garrard Engineering Ltd., Swindon.

Assembling a Spey turbofan engine at the Derby works of Rolls-Royce Ltd.

Black and Decker Ltd. exported more than 54 per cent of their power drills during 1965.

A party of representatives from firms on whom the Queen's Award to Industry was conferred, visited the Central Office of Information recently to learn about ways in which the COI overseas services operate in support of the export drive.

Reconstitution of National Board for Prices and Incomes

THE DEPARTMENT of Economic Affairs has announced that the National Board for Prices and Incomes has now been reconstituted on a statutory basis in accordance with Section 1(3) of the Prices and Incomes Act, 1966. Mr. Michael Stewart, First Secretary of State and Secretary of State for Economic Affairs, has appointed Mr. Aubrey Jones, Mr. Hilary Adair Marquand, Mr. Hugh Armstrong Clegg, Lord Peddie, and Mr. Robert Willis to be full-time members of the Board.

Mr. Duncan Alexander Cox Dewdney, Mr. Jasper Frederick Knight, Mr. Ronald George Middleton, Dr. Joan Eileen Mitchell (Mrs. Cattermole) and Mr. Peter Edward Trench have been appointed part-time members of the board.

Mr. Aubrey Jones continues to be chairman of the Board and Mr. Hilary Adair Marquand, deputy chairman.

References to National Board for Prices and Incomes

THE GOVERNMENT have decided to make three new references to the National Board for Prices and Incomes. They are:

Costs and charges in the motor repairing and servicing industry
Costs and prices of aluminium semi-manufactures
Productivity agreements

The first two references are intended to give the Board an opportunity to examine costs, charges and prices in these two important sectors of the economy. The references are made under powers in Part I of the Prices and Incomes Act, 1966. They are not being made because of the voluntary standstill on increases of prices and charges announced by the Prime Minister on July 20.

The reference of certain productivity agreements is under the same powers. It is not a consequence of the standstill. It is to enable the Board to bring together more detailed information about the methods, principles and effects of productivity agreements. This information and the findings of the Board should be of general assistance to all concerned in productivity bargaining. The White Paper, *Prices and Incomes Standstill,* now incorporated in Schedule 2 of the Prices and Incomes Act, stated the Government's intention to continue to refer to the Board matters of longer term significance in the field of productivity, prices and incomes.

All three references fall into this category.

Under Section 5 (3) of the Prices and Incomes Act, reports of the Board must be published within three months of the date of reference, although there is power for this period to be extended. It is expected that it will be necessary to extend this period for the reference of productivity agreements and this will be done in due course.

The First Secretary of State is jointly responsible for each reference. The Minister of Technology is jointly responsible for the reference of motor repairs and servicing; the President of the Board of Trade is jointly responsible for the reference of aluminium semi-manufactures; and the Minister of Labour is jointly responsible for the reference of productivity agreements.

The texts of the references, each of which is dated August 24, 1966, are given below.

Costs and charges in the motor repairing and servicing industry

During the past two years there have been indications of a considerable increase in charges for motor vehicle repairs and servicing. It is known that over this period there have been increases in labour costs and also, in the case of repairs, in the costs of components and spares.

In view of the rapidly growing importance of this service industry to the public, the substantial amount of consumer expenditure involved and the significance for vehicle insurance rates of rising repair charges, the First Secretary of State and the Minister of Technology consider it desirable for costs and charges in this industry to be examined by the National Board for Prices and Incomes.

Accordingly, in pursuance of their powers under Section 2 (1) of the Prices and Incomes Act, 1966, the First Secretary of State and the Minister of Technology hereby refer to the National Board for Prices and Incomes for examination the question of costs and charges in the motor vehicle repairing and servicing industry.

Costs and prices of aluminium semi-manufactures

Earlier this year all the major and most of the minor producers of aluminium semi-manufactures announced increases in their prices in order to take account of increases in costs of production. In view of the scope that appears to exist in this industry for increasing productivity and the significance of increases in the prices of its products for such a wide range of British industry, the First Secretary of State and the President of the Board of Trade consider it desirable that costs and prices in the industry should be examined by the National Board for Prices and Incomes.

Accordingly, in pursuance of their powers under Section 2 (1) of the Prices and Incomes Act, 1966, the First Secretary of State and the President of the Board of Trade hereby refer to the National Board for Prices and Incomes for examination the question of the costs and prices of the aluminium semi-manufactures industry.

Productivity agreements

A number of productivity agreements have been concluded which provide for changes in working practices for the purpose of improving the utilization of both capital and labour, in return for improvements in pay. In view of the importance of increasing productivity the First Secretary of State and the Minister of Labour request the National Board for Prices and Incomes to examine and report on productivity agreements negotiated at company or industry level, including, among others, those concluded by: Esso Oil Company Limited, the Electricity Supply Industry, Imperial Chemical Industries Limited, the British Oxygen Company Limited, Alcan Industries Limited.

Accordingly, in pursuance of their powers under Section 2(1) of the Prices and Incomes Act, 1966, the First Secretary of State and the Minister of Labour hereby refer to the National Board for Prices and Incomes for examination the question of productivity agreements.

General Report of Prices and Incomes Board

THE GOVERNMENT has invited the National Board for Prices and Incomes to prepare a General Report* to cover the whole period since the Board was established in April last year, during which the Board has published 18 reports on particular issues of prices and incomes.

In this General Report, the Board reviews its operations during its first 15 months – up to the publication in July 1966 of the White Paper on Prices and Incomes Standstill – and seeks to draw general lessons from its individual reports.

The Report is in two parts. In the first part the Board describes the economic background relevant to its work, and gives an interpretation of its own function (Chapter 2); sets out its methods of investigation (Chapter 3); describes some of the forces it has encountered which, for example, hold back productivity or make for rises in incomes that outstrip productivity, and some of the lessons to be learnt (Chapters 4, 5, 6); and specifies further steps towards realization of the aims of the Statement of Intent (Chapter 7). In the second part of the Report the Board sets out the main issues raised in each of its 18 investigations, the recommendations it has made to deal with the issues, and the results that have followed from the recommendations.

Economic background (Chapter 2)

The Board describes the general economic background to the Prices and Incomes policy and some relevant aspects of the economy in the period of the Board's own existence.

It argues that the promotion of a faster rate of growth, with greater stability of prices requires complementary action by management, unions and the Government. It describes how the actions of the Government in regulating the economy can be frustrated by pressures from management and unions. For instance, the purpose of the increases in indirect taxation in April 1965 was frustrated by the fact that the community secured a rise in incomes to offset the consequent price rises and the control over the flow of money was not tight enough to prevent this (Par. 17). It also points out that reductions in the standard working week negotiated during 1964-65 were followed to an unprecedented extent by a reduction in average hours actually worked during 1965-66. Practices were

* HMSO, Price 4s., by post 4s. 5d.

not adapted to maintain output and the 'potential' supply of goods did not therefore increase as much as had been expected. As a result, demand remained high in relation to supply (Pars. 18-19).

From this experience the Board concludes that the country has a choice: 'to pitch demand so much below the limits of capacity that the uncertainties attendant on its fine regulation are diminished and the power of managements and unions to contribute to inflationary pressures is reduced; or, to secure appropriate behaviour by managements and unions with regard to prices and incomes so that demand can be pitched nearer the limits of capacity and a higher rate of growth achieved.' (Par. 20).

Method of operation (Chapter 3)

In giving an account of its method of operation based on the White Paper on Machinery of Prices and Incomes Policy, the Board draws several lessons. It has not sat in separate Prices and Incomes Review Divisions, as suggested in the White Paper, because 'from the start, we found prices and incomes to be inextricably bound together' (Par. 26). The Board has not sat in public, because it has found discussion to be 'freer and less inhibited' in private (Par. 28). In each case the Board has tried to conduct as thorough an independent examination of the issues as possible, including the extensive use of outside inquiries; in this the Board is unlike most price and wage determining bodies which have to rely largely on the *ex parte* evidence of those involved (Pars. 34-36). In following up its recommendations, for which the Board claims a considerable degree of acceptance, the Report stresses the need for 'continuity of contact' with the industry concerned – either by the Government or by the Board itself through new references (Pars. 40-41).

Full co-operation has been received from both sides of industry in almost every reference. The only major exception occurred in the refusal of the Transport and General Workers' Union to submit evidence in the Board's inquiry into pay in the bus industry. There was also a serious lack of co-operation in the Board's investigation into the road haulage industry, when only 137 out of 330 firms responded to a questionnaire, and of these only 38 gave sufficient detail for proper analysis (Par. 37).

Productivity (Chapter 4)

Since the only source for increased incomes which will not lead to increased prices is in improved productivity, the Board has tried to put forward concrete suggestions for raising productivity in each of its reports.

The Board's suggestions fall into three groups: 1. the need for more critical methods of control in determining capital investment, e.g. in the gas and coal industries (Par. 45); 2. the need to adapt manning practices to current technology and to the fact of high employment, e.g. in the printing and bakery industries (Pars. 46-47); 3. the need to adapt earnings structures, by lessening the gap between basic rates and total earnings, to reflect the greater security given by high employment and to help overcome resistance to change, e.g. in the road haulage, printing, bus, railway, and bakery industries, and in the industrial civil service (Pars. 48-51).

The report observes of demarcation problems and restrictive practices that they 'appear to be only a part of a wider phenomenon – the continuing and often unthinking survival of older manning methods even when technology has evolved beyond them' (Par. 47).

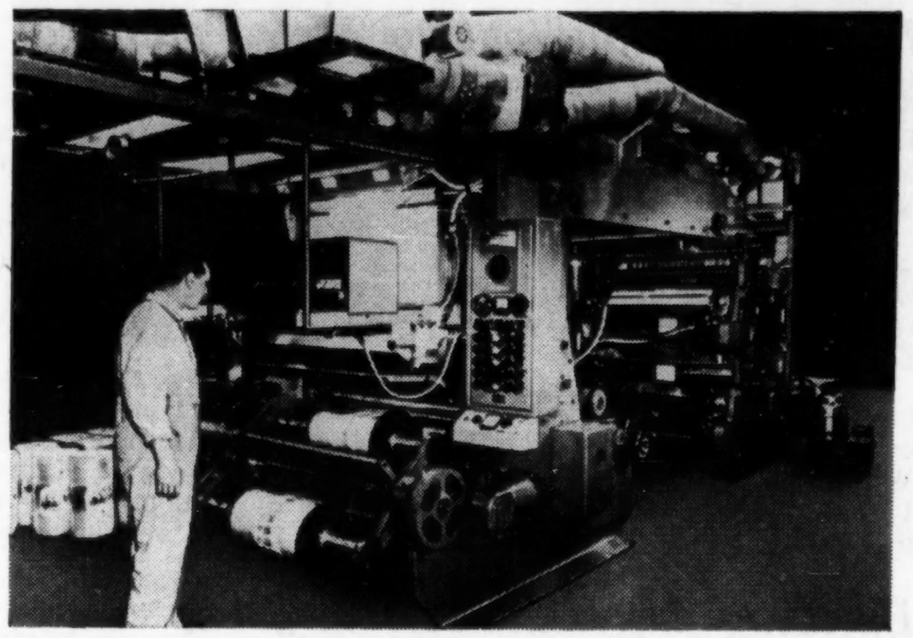
Pay (Chapter 5)

The Report describes the use of comparisons in determining pay and argues that the universal use of comparisons can frustrate the ends both of social justice and of efficiency.

(1) Comparisons can frustrate special treatment of particular groups on social grounds. This would happen if the Board's recommendation that the pay of a significant part of the industrial civil service should be increased on grounds of equity was implemented and was then followed by a similar percentage for other, better paid, groups. The relative position of the industrial Civil Service would thus be left the same as, if not worse than, before (Par. 63).

(2) Comparisons can also frustrate the aim of pay increases designed to improve productivity, in that they can lead to similar increases being gained by workers who have not made the same contribution to productivity. '. . . . a policy of using pay as a lever for bringing manning practices up to date and for promoting productivity is possible only to the extent to which emphasis on traditional comparisons is reduced. If pay comparison is universal in wage negotiations, pay increases designed to improve productivity cease to be exceptional and become inflationary' (Pars. 64-65).

The Board concludes that 'the three objectives of help for the lower paid, the better use of men, and the avoidance of inflationary increases in incomes, are better secured through relating pay increases to the rate of national progress, with provision for exceptions, than by relating them to the increases which it is thought that everybody else is getting' (Par. 67).



Printing machinery for the packaging conversion trade has recently been shipped to Japan by Victory-Kidder Printing Machine Co. Ltd., of Birkenhead, Cheshire. The order was secured from the Toyo Printing Co. by the managing director of Victory-Kidder during a visit to Japan and the Far East. On the arrival of the machines in Tokyo an exhibition will be staged by the Victory-Kidder agents.

Prices (Chapter 6)

The main price convention the Board has found has been that increases in wages have automatically led to increases in prices. This has happened 'regardless of the trend in output per man and regardless therefore of the ability to absorb' the wage increases. The main aim of the Board's price recommendations has been to restrain automatic price increases, and thereby to induce a search for greater efficiency and a tighter control over labour costs (Par. 80).

The report also observes that wages costs have continually been represented as 'something outside the control of individual managements . . . seldom have we encountered a recognition that managements wishing to put up prices on account of increased wage costs are themselves partly responsible for the increased wage costs . . .' (Par. 77).

Accelerating change (Chapter 7)

Defining the purposes of the Prices and Incomes policy as being to adapt practices derived from an age of less powerful economic organizations and less full employment to modern requirements, the Board makes several proposals for future references to it designed to help speed up the process of adaptation.

The Report urges that references of significant wage claims should be made, and that they should reach the Board at an early stage, before attitudes become fixed and a new type of solution difficult to promote, and while it is possible for public opinion, with the help of an objective statement of the problems, to influence the conduct of the parties (Pars. 82-83). Price references should include cases where it is believed that lower prices may be possible (Par. 87). References should increasingly couple together prices and incomes so that a reference might, for example, be concerned with the problem of what share of the growing product of an industry should appropriately go to its employees and what share to its consumers (Par. 88). There should be references giving the Board an opportunity to develop further its views on the future relationship between national and local wage bargains (Par. 90).

The Board also suggests that there is need for clarification of the role and duties of arbitration and other wage determining bodies in the light of the prices and incomes policy. It says of arbitration that it is 'under a strong compulsion to pay primary regard to the interests of the contestants and therefore to ignore the implications of the settlement for others. It tends therefore to reflect and perpetuate the existing distribution of power and by its nature is at variance with a policy which seeks to ensure that incomes are not determined by power alone.' (Pars. 84-86).

Two selling missions to Africa planned for 1967

THE COMMITTEE for Exports to Africa of the British National Export Council is supporting two missions to East and Central Africa in the early part of next year.

The first of these is being planned by the Birmingham Chamber of Commerce. Led by Mr. K. S. Bailey, of Barclays Bank DCO, the party of about 14 will spend four weeks in January and February visiting Uganda, Kenya, Tanzania, Malawi and Zambia.

The second mission, arranged by BNEC (Africa) and the Leicester Chamber of Commerce, will consist of 12 members led by Mr. H. G. A. Ross-Wilson, managing director of Partridge Wilson and Co. Ltd. Leaving in April, it plans to visit Kenya, Uganda and Zambia to sell a wide range of products suited to the market and including light engineering, hosiery and knitwear.

Building materials selling group for Libya

ON SEPTEMBER 22 a group of senior business executives will leave London on a selling trip to Libya. The itinerary will take in Tripoli, Sebha and Benghazi, where the group will meet and talk with Libyan buyers, engineers and public officers in a British export sales drive for building materials. This selling group is sponsored by the Building Materials Export Group and BNEC Committee for Middle East Trade, and will be led by Mr. C. J. Coleman, of Pilkington Brothers Ltd.

BNEC Caribbean Committee Appointments

BNEC'S CARIBBEAN COMMITTEE has announced the appointment of Mr. Tom Slack, director of the British-American Tobacco Company and a member of the committee since its inception in March 1965 as deputy chairman under Mr. J. R. M. Rocke. Mr. Slack knows the Caribbean well and visits the area frequently.

Two new appointments to the committee are also announced: Mr. Oliver Roskill, who is the founder and senior partner of O. W. Roskill Industrial Consultants, a firm of engineers, chemists and economists who specialize in industrial economy, including market research; and Mr. Bill Fox, managing director of Atkins Laboratories Ltd., a member company of the W. S. Atkins & Partners group. Mr. Fox is also an active member of the South Trinidad Chamber of Commerce.

British Commercial Representatives Overseas

THE FOLLOWING amendments should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on June 24 and subsequently amended:

BRAZIL: *Amend* the address of the Consulate-General, SAO PAULO to read – Avenista Paulista 1948 – 17 Andar, Sao Paulo.
(The postal address and telephone number remain unchanged).

CAMEROON: *After* the address and telephone number of the British Embassy, Yaounde, *add* (Telex 201-400 a/b Prodrome YDE).

CANADA: *Amend* the cable addresses of the following posts to read –

Montreal : ('UKREP, Montreal')
Toronto : ('UKREP, Toronto')
Vancouver : ('UKREP, Vancouver')
Winnipeg : ('UKREP, Winnipeg')
Edmonton: ('UKREP, Edmonton')
Regina : ('UKREP, Regina')
Halifax : ('UKREP, Halifax')

Amend the telex Answer Back codes for the following posts to read –

Ottawa : a/b UKREP, Ottawa
Vancouver : a/b UKREP, VCR.
Winnipeg : a/b UKREP, Winnipeg
Edmonton : a/b UKREP, EDM.
Quebec : a/b UKREP, QBC.

VENEZUELA: *Amend* the number of the telex installation at the British Embassy, CARACAS to read – 201-768 a/b 768 Procaracas.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

'Call Export Intelligence'

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
—and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

A NEW phase of the Board of Trade's 'Call Export Intelligence' campaign opened in April. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign continue to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements are appearing in national papers, three Sunday papers, the London evenings, some magazines and the *Board of Trade Journal*. Since the campaign started, over 16,500 inquiries have been addressed to Export Intelligence offices in London and other parts of the country as a direct result of advertising.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone Numbers:

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Changes in export licensing control for antiques and works of art

THE BOARD OF TRADE announce the issue of a new Open General Licence for Antiques in substitution for the current Open General Licence which was issued on December 8, 1965. This follows the acceptance by the Secretary of State for Education and Science of the recommendation of the Reviewing Committee on the Export of Works of Art that the limit under which antiques (including works of art) over 100 years old may be exported without requiring individual scrutiny should be raised from £1,000 to £2,000.

The new Licence, which operates from September 12, 1966, will permit the export to any destination (except Southern Rhodesia) of any antiques (i.e. an article more than 100 years old, including a work of art) *other than* a document, a diamond or article mounted or set with diamonds, if its value is less than £2,000.

An individual licence will still be required for the export of any antique excluded from the Open General Licence and for any article more than 100 years old and of a value of £2,000 or more.

Copies of the new Open General Licence (price 3d.) may be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches (or by post, price 6d.). Inquiries about this licence should be addressed to the Board of Trade, Export Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Note:

The control on the export of antiques is intended to provide that no object more than 100 years old and of value not less than £2,000 and which has not been imported within the last 50 years is exported without individual scrutiny on grounds of national importance. The £2,000 limit does not apply in the case of manuscripts, documents and archives; these are subject to control whatever their value.

The recommendation by the reviewing committee about the value limit was made in May 1966 and was accepted by the Secretary of State for Education and Science in July 1966.

The earlier value limit of £1,000 had operated from November 1960 when it was increased from £500, which had been the value limit since 1953.

The last (and current) Notice to Exporters on the export of works of art and antiques was issued on February 13, 1961 (with amendments on December 31, 1965, and April 21, 1966). A revised notice will be issued shortly.

Imports of beef and veal from the Netherlands

THE MINISTRY of Agriculture, Fisheries and Food announce that the Agricultural Departments are now prepared to consider applications for annual licences to import fresh and refrigerated beef and veal (including edible beef offal) from the Netherlands. (This trade has been banned since January because of foot-and-mouth disease on the Continent.)

Application for drawback of duty on imported acetone cyanohydrin for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duy on imported acetone cyanohydrin, containing not more than 0.10 per cent by weight of free hydrogen cyanide when used in the manufacture of decyl octyl methacrylate for export.

Any interested party wishing to support or oppose this application should do so in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than September 23, 1966.

Employers Selective Employment Tax

FOR CONVENIENCE the new Selective Employment Tax (SET) will be collected with the existing flat-rate Class 1 (employed) national insurance contribution in one combined stamp. No part of the tax will be borne by the employee.

Stamps for the new rates were on sale at Post Offices from August 30. The new rates are set out in leaflet NI 157, obtainable at all local offices of the Ministry of Social Security, Employment Exchanges or main Post Offices. The tax will be payable by all employers from September 5, 1966.

Use of credit cards abroad

AT A MEETING at the Bank of England on August 26 representatives of major Credit Card companies agreed to advise that their credit cards may continue to be used outside the scheduled territories after November 1 within the framework of a scheme which provides for card-holders to obtain exchange control permission in the same way as other travellers requiring foreign currency, travellers' cheques, etc. before starting any journey on which their cards are to be used. The embargo on the issue of cards to post-July 23 applicants has therefore been lifted.

The Import Duties (Temporary Exemptions) (No. 5) Order 1966

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 5) Order 1966 (SI 1082, 1966).

This Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty, both until December 31, 1966, unless a shorter period is indicated against any item.

This Order comes into operation today, September 2.

Copies of the Order are obtainable direct from HMSO, 49 High Holborn, London, W.C.1, and branches.

The Import Duty Drawbacks (No. 7) Order 1966

THE TREASURY have made the Import Duty Drawbacks (No. 7) Order 1966.

This Order

(i) provides for a reduction in the rate of drawback of import duty for specified exported soluble coffee powder manufactured from certain imported coffee beans; and

(ii) revokes the existing fixed rate of drawback of import duty for specified exported rain-proof garments manufactured from certain imported woven fabric, and provides for drawback to be related to the duty paid on the imported goods actually used in the manufacture of the exported goods.

The Order comes into operation today, September 2, and has been published as Statutory Instruments 1966, No. 1081.

Copies are obtainable direct from HMSO, 49 High Holborn, London, W.C.1, and branches.

The Import Duties (General) (No. 7) Order 1966

THE TREASURY has made the Import Duties (General) (No. 7) Order 1966 (SI 1080, 1966). This Order introduces a sub-heading under heading 39.06 of the Customs Tariff to maintain the duty free rating for certain kinds of cellulose powder following a change of classification brought about by a Classification Opinion of the Customs Co-operation Council. This Order comes into operation today, Sepember 2.

Copies of the Order are obtainable direct from HMSO, 49 High Holborn, London, W.C.1, and branches.

Ministry gives further grant to textile effluent research

THE MINISTRY OF TECHNOLOGY has announced that further Government support is being given to a collaborative research programme concerned with industrial effluent treatment and water conservation, conducted by the eight textile research associations. An 'earmarked' grant of up to £26,300 has been made by the Ministry of Technology to a committee of the associations' research directors – the Committee of Directors of Textile Research Associations.

This grant will provide two-thirds of the cost, estimated at £39,400, of a full-scale mill trial on the purification of effluents in the wool industry and of tests on an evaporation process for water recovery and re-use. The commercial possibilities of a flocculation and filtration technique for treating the greasy effluent from raw wool scouring will be investigated. A plant, capable of dealing with 25,000 gallons per day, will be built at a mill in Yorkshire and will be operated, on behalf of the Committee, by the Wool Industries' Research Association.

The collaborative research programme, of which this specific mill trial is an extension, commenced in March 1964. An initial 'earmarked' grant was then made under which the Ministry of Technology pays two-thirds of the cost – up to £39,400 out of £59,000 – over a period of four years. The balance is being met out of a special fund set up by the associations. The whole project is under the direction of a Sub-Committee, whose chairman is Mr. J. Leicester, of the British Launderers' Research Association.

Weather radar

THE CIVIL AVIATION DEPARTMENT of the Board of Trade is to extend the regulations which govern the carriage of weather radar on British public transport aeroplanes.

All jet aeroplanes over 12,500 lb. weight and all pressurized aeroplanes over 25,000 lb. weight will in future have to be equipped with the radar, which is used by flight crews to detect and avoid storm clouds. After January 1, 1967, all new aeroplanes coming within these categories will have to carry the radar, but operators of aeroplanes currently flying and which do not have the equipment will be given until July 1, 1968, to install it.

Up to the present only the larger jet and turbo-propeller aeroplanes have been required to carry weather radar, but the new regulations will now affect medium-size transport aeroplanes like the Viscount and Herald and smaller jets such as the Hawker Siddeley 125.

Marine inquiry on collision

THE ADJOURNED HEARING in the formal investigation which is being held into the circumstances attending the collision between the m.v. 'Sir Joseph Rawlinson', o.n. 306069, the s.s. 'Danube VIII', o.n. 180863 and the dumb hopper barge 'Black Deep', o.n. 148709 in the Thames estuary on September 28, 1965, will be resumed at 10.30 a.m. on Monday, November 7, 1966, at 6 Burlington Gardens, London, W.1.

Note:

The formal investigation was opened on June 21 and adjourned on June 23, 1966.

Marine inquiry

THE BOARD OF TRADE has directed that a formal investigation should be held into the circumstances attending the loss of the m.v. 'Quesada' of Fowey, o.n. 300586, off the Mull of Kintyre (about five miles south-east of Davarr Island), on May 23, 1966.'

A further announcement will be made when the date and place of hearing have been fixed.

New Taylor Woodrow company for Tees-side

A NEW COMPANY, Taylor Woodrow Construction (Northern) Ltd., has been formed to carry out building and civil and mechanical engineering contracts in the North East and North West from headquarters to be established on Tees-side. It will operate in an area from a line drawn between the Humber and the Mersey in the south, to the Scottish border in the north.

The object of the new enterprise is to further expand Taylor Woodrow Construction's activities in the rapidly developing areas covered and, by setting up local headquarters, to establish the shortest lines of communications so as to give the best possible service to clients.

By agreement with the clients, existing contracts in the area to be taken over by the new company include, in the North East, mechanical installations for the Shell Refining Co. Ltd. at Teesport and a new polymer plant at Wilton, near Middlesbrough, for Imperial Chemical Industries Ltd. (Plastics Division).

Industrialized housing factory for Lanarkshire

THE MITCHELL CONSTRUCTION Kinnear Moodie Group Limited have formed a new subsidiary, Mitchell-Camus Limited, to manufacture and erect Camus system industrialized housing. The company has already received the National Building Agency's appraisal certificate for their houses.

The company's first factory is now under construction at Newmains, Lanarkshire, and will initially produce 1,250 houses per annum with provision for doubling this capacity. It is hoped that the recently formed consortium of Local Authorities in Lanarkshire comprising the Burghs of Airdrie, Coatbridge and Motherwell and Wishaw will shortly place an order with the company for 1,500 dwellings.

Broadening electronics industry in Fife

BANTEX LTD., an associated company of Roto-Finish Ltd., Hemel Hempstead, Herts, will shortly start production in Kirkcaldy, Fife, of specialist transmitting aerials. The company already produce this type of equipment in the London area, but claim that they have found the labour supply position increasingly difficult there.

Other electronics firms which have settled in Fife include Elliott-Automation, A.E.I., Philips, Hughes International, Beckman Instruments and the Andrew Corporation of Chicago. On its borders are Hewlett Packard in South Queensferry and Plessey at Dundee.

Industrial training reports

THE FIRST annual report of the three training boards set up under the Industrial Training Act in June last year to deal with the service industries – water, gas and electricity – were published on August 24. In the reports, which cover a nine month period up to March 31 this year, the boards describe how they have set about their task of providing or securing the provision of adequate training in their industries.

The reports for the engineering, iron and steel, shipbuilding, carpets and man-made fibres industry boards have already been published. The reports of the remaining industries will be published in the next few weeks by the Ministry of Labour.

Copies of the reports are available from HMSO, price 1s. 6d. (Electricity industry, price 1s. 9d.).

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New Books

Opportunities for Investment in Chile: a Programme for Encouragement of Private Industry, by Libert Ehrman. (169 pages. Pall Mall Press, 90s.). This volume in the Praeger series of *Special studies in international economics and development* was prepared in 1961, at the request of the Government of Chile, by Surveys & Research Corporation under a contract with the Agency for International Development. Although a number of changes have occurred since then, most of the findings in this report are applicable today. It deals with the industrial opportunities and problems that exist in Chile. It concentrates on identifying new small and medium sized industrial opportunities and it focuses on an examination of economic plans, prospects and problems and upon specific suggestions for utilizing the financial, human, natural and industrial resources of the country. It concludes that although there are problems needing corrections, Chile's industrial potential is excellent and it outlines a programme for action based on the findings of the Surveys & Research Corporation team. There is no index.

A Study on Cotton Textiles by the General Agreement on Tariffs and Trade. (246 pages. Price 21s. 6d., by post 22s. 6d., from HMSO and Government bookshops). This study was prepared by the Secretariat with the help of experts made available by the governments of the member countries. It was the study before the Cotton Textiles Committee when it undertook the review of the Long Term Arrangement in December 1965. In his introduction the chairman lists what he considers to be the salient points brought out by the Study. The steady expansion of the manufacture and exporting of cotton textiles in the developing countries as opposed to a notable slackening off in the industrialized countries. This latter situation arises from the increased competion from man-made fibre goods in these countries while in the developing countries the rise in the population and of living standards has increased the demand for cotton textiles. Another factor favouring the developing countries is the ability of the cotton industry still to make the best use of unskilled labour. The study forecasts that this expansion will continue for the developing countries particularly in the field of made up articles where the abundance of cheap labour will enable them to increase production in their clothing industries. The history of the textile industry, recent developments in production and trade and improvements in machinery are all dealt with in successive chapters. There is also a very substantial statistical appendix.

The Balance of Payments Adjustment Process. A report by Working Party No. 3 of the Economic Policy Committee of the Organization for Economic Co-operation and Development. (29 pages. Price 5s., by post 5s. 5d., from HMSO and Government bookshops.) This report deals with the difficult subject of how countries can best avoid running into balance of payments difficulties, and how, if they do run into large or persistent deficit or surplus positions, they should adjust their economic policies so as to restore equilibrium in their international transactions. It contains an analysis of the more common causes of payments imbalances, sets out some agreed guidelines as to the appropriate action to be taken in differing circumstances, and suggests a number of ways in which the adjustment process should be improved at both the national and international level.

Concise Guide to International Markets. Edited by Leslie Stinton. (International Advertising Association, UK Chapter, c/o Napper, Stinton, Woolley, Ltd., 15—19 Great Chapel Street, London, W.1. 130s.) This work has been designed to present the necessary data for planning, marketing or advertising internationally. Over 60 countries are arranged alphabetically by name in a loose-leaf binder, which should allow for easy revision and insertion as fresh data becomes available and also for the inclusion of more countries in the future. The information is presented in a standard form so that comparison and consultation are made easy, although in some cases minor irritations do occur. For instance areas of countries are given in square kilometres or square miles, but rarely both; income figures are cited in local currency, but it would have been useful to add converted figures for pounds sterling and/or US dollars to aid comprehension. Data are given on area, population, literacy, languages, religions, climate, currency, income, retail and wholesale structure, and advertising and market research facilities. For each country an outline map is given showing only main towns, airports, lakes, adjoining countries, seas and oceans. All the sheets are dated June 1966, but for individual topics, e.g. population, income, the date of the source material is cited. This compilation should prove a useful aid to the businessman who has to plan advertising abroad.

Economic Integration and Industrial Specialization among the Member Countries of the Council for Mutual Economic Assistance. (34 pages. Price 3s. 9d., by post 4s. 1d., from HMSO and Government bookshops.) Regional economic co-operation, based primarily on industrial specialization and leading eventually to the economic integration of a group of countries, is recognized as an important and sometimes indispensible tool of sustained economic growth. Recognizing that many developing countries could benefit from a study of the economic integration of the countries forming the Council for Mutual Economic Assistance, the United Nations Centre for Industrial Development has issued this study of CMEA development. (The countries forming the CMEA are Bulgaria, Czechoslovakia, East Germany, Hungary, Mongolia, Poland, Rumania, Yugoslavia and the Soviet Union. North Korea, North Vietnam, Cuba and the People's Republic of China are also associated with the Council.) This study discusses such general background topics as the development of CMEA itself, and the economic growth of the CMEA countries. The body of the survey, however, covers the various aspects of the economy wherein the industrial co-operation of CMEA members is most apparent. These are in the co-ordination of their national plans; the specialization in the production of fuel, power, raw materials and manufactures; the co-operation in research projects, and the co-ordination of investment. An annex to the report gives translated extracts from the CMEA's *Provisional Manual of Procedure for Comparing the Economic Efficiency of Investment.*

Modern Trade Union Law, by Cyril Grunfeld. (517 pages. Sweet & Maxwell, 45s.) The author, who is Professor of Law designate in the University of London has not set out to provide a formal treatise for lawyers (although they will undoubtedly find the book interesting and valuable), but rather to make available a readable and comprehensive account of the present functions and powers of trade unions in Britain for the use of all those whose work brings them into contact with the internal affairs and external activities of the unions. Union officials and active union members, personnel and industrial relations officers, those involved in economic and industrial planning, and students of labour relations are among those for whom the book is intended. The first three parts deal with the legal structure and nature of the individual trade union, and of the Trades Union Congress and union federations. It answers such questions as: must a worker join a union, or any particular union? to what extent is the union rule-book enforceable in law? what are the powers of union officials and the rights of union members? how are these related to the actual government of the union, its finances, elections, meetings and day-to-day operation? The fourth part scrutinises in detail the law on the political activities of trade unions, the establishment of a political fund, the nature of 'party political objects', and the various provisions designed to protect the political independence of individual members. The final part explains the complex law of strike action in great detail, and includes a summary of the Trade Disputes Act, 1965.

Test Facilities in the United Kingdom: Environmental, Quality, Reliability, Approval. 2nd edition. (44 pages. Kenneth Mason Publications Ltd., Radnor House, London Road, London, S.W.16. 21s.) The previous edition, noticed in the *Board of Trade Journal,* December 31, 1965, page 1546, listed facilities in 51 establishments compared with the 228 establishments in the second edition which constitutes a great improvement in coverage. The same arrangement has been followed, namely alphabetical by company showing facilities under the headings, vibration, shock and acceleration, altitude and pressure, climatic, mechanical testing, and other facilities, supplemented by a type of testing index to the main sequence. Under the company names useful annotations are occasionally made on the availability of facilities, and more often when a company has been 'approved' by the Ministry of Aviation or Air Registration Board. There are still some notable gaps and sketchy entries in the list and it is hoped that this greatly enlarged directory will encourage those companies who have facilities not listed to submit them for inclusion in a future edition.

Education and Training Requirements for the Electrical and Mechanical Manufacturing Industries. Department of Education and Science and Ministry of Technology. (34 pages. Price 4s. 6d., by post 4s. 11d., from HMSO and Government bookshops). The Committee on Manpower Resources for Science and Technology set up a Working Party on Engineering Training and the Requirements of Industry in April 1965 under the chairmanship of Mr G. S. Bosworth, to examine and report on the requirements of industry for the education and training of engineers at graduate level. Although this publication, containing their first report, relates specifically to the electrical and mechanical industries, the principles and proposals it embodies are applicable to the whole sector of manufacturing industry and should prove a useful basis for discussion and action in attracting more high calibre graduates into manufacturing industry and for finding new ways by which graduates can more effectively make the transition to a production engineer or technologist.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Description	Location	Auctioneers
Sept. 6 .	Electrical switchgear, electric motors, teak sectional flooring, trunking, quantity of rolled steel joists, quantity of 1 in. by ⅛ in. copper earthing tape, approximately 35,000 yds. of electric cable in sizes from ·0225/2 core to ·1/4 core both HV and MV, together with control cable to some of the above showing up to 14 pairs, all as now at and laid at Langtoft (Lincolnshire) R.A.F. Station for removal off site.	Technical Site, Langtoft, R.A.F. Station .	Fox & Vergette, Priestgate, Peterborough. (Tel. Peterborough 4261).

By Order of the Secretary of State for Defence

Three steel-framed hangars each approximately 17,000 square feet and ancillary buildings situated at Royal Air Force Station, Hendon, N.W.9, to be sold by public auction by Johnston Evans & Co. on site on Tuesday, September 6, 1966, at 11 a.m.

Particulars and conditions of sale may be obtained from our auctioneers; Johnston Evans & Co., 5 Watford Way, Hendon Central, N.W.4. Tel. Hendon 8131; 17 George Street, Hanover Square, W.1. Tel. Hyde Park 9561.

1966	Description of Goods	Location	Auctioneers
Sept. 8-9 .	Machine tools, clothing and textiles, miscellaneous stores.	Western Command Ordnance Depot, Hereford.	Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. Hereford 4366).

Machine tools: Wolf ⅛ in. and heavy duty valve refacers 220/250V; Black & Decker 7 in. and 9 in. 'Ripsnorter' portable saws; Meddings 'Pacera' pillar drill; Blackburn & Crawshay 48 in. metal folding machine; grinding and polishing machines.

Clothing and textiles: Khaki and other greatcoats; duffle coats; battle dress and denim blouses and trousers; ankle boots and shoes; leather jerkins; 200 carpets various; mats; 6,500 coloured and white blankets; mattresses; curtains; groundsheets; tarpaulin sheets; webbing packs and pouches; scrap canvas, webbing, rags and woollens.

Miscellaneous stores: 5 Brockhouse Mk. 4 30 cwt. two wheeled trailer chassis; 10 servicing trolleys; various trucks; 10 two-wheeled box trailers; hand jib cranes; 62 Onan and Coventry Climax generators; Lister and Ford petrol engines; roller conveyors; lifting trucks and jacks; used tyres; batteries; Meadows marine engines; metal and wooden pallets; tent inners; poles and lines; cordage and rope; 5,000 3 ft. metal spikes; motor vehicle and aircraft spares; aircraft coolers; wireless and electronic spares; SP600 Hammerlund radio receivers; engine cases; miscellaneous tools; paint; musical instruments; 1,550 Suffolk chairs; 750 stacking chairs; dining, office, folding and other tables; miscellaneous furniture and a large collection of general stores.

Sept. 14 .	Machine tools, vehicles, clothing and textiles, miscellaneous stores.	Various Depots in Northern Ireland (Sale at the Auctioneers, Belfast premises).	Osborne, King & Megran (Dept. L) 14, Montgomery Street, Belfast, 1. (Tel. Belfast 20233).

Machine tools: Pollard 2 ft. radial drill; Le Blond 5 in. and Mitchell 7 in. SS & SC lathes 110V, DC; Rapidor 6 in. power hacksaw; Wolf grinding and polishing machine 7 in. 110V, DC; Wolf and Black & Decker valve refacing machines 110V, DC; Grimston 'Electriska' bench drill 1 in. capacity 110V, DC; generating sets 5 kW, DC with Jowett petrol engines; Petbow trolley mounted arc welder 400 amps with Ford V8 petrol engine.

Vehicles: Austin 'A135' limousine; Humber 'Hawk', Vanguard 'Ensign' and Ford 'Zephyr' saloons; Austin 'Champs'; Morris 1 ton trucks; Rover Mk. 8 trucks; Ford 3 ton cargo trucks; Bedford and Commer 3 ton trucks; Ford machine shop 3 ton truck; Fordson 'Major' mechanical shovel; AEC 'Matador' tractors; Browning lorry mounted 11 ton mobile crane; Bedford teleprinter office truck; BSA 500 cc motor cycles.

Clothing and textiles: Greatcoats; jersey pullovers; shorts; khaki drill trousers; bush jackets; battle dress blouses and trousers; ankle boots; shoes; carpets; rugs; curtains; blankets; haversacks; packs; webbing etc., scrap canvas, jute, rubber; 14 tons mixed rags.

Miscellaneous stores: Land Rover, Daimler and Bedford petrol engines; motor transport spares; scrap batteries; 2,000 jerrycans; cooking ranges; wireless sets and equipment; tool kits; welding plants; drilling machines; cutting and welding plants; smiths' hearth forge; electrical equipment; furniture including chairs; tables, dressing chests; wardrobes etc; kitchenware; scrap aluminium brass and a large assortment of general stores.

Sept. 22 .	Aircraft equipment and spares, miscellaneous stores.	No. 35 Maintenance Unit, RAF, Heywood, Lancs.	Brady & Son (Dept. L), 17, Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

Aircraft equipment and spares: Air cooling and pressure cabin trolleys; Simstart accumulator trolleys; aircraft ground heating trolleys; engine trolleys; hydraulic servicing trolleys; aircraft engine cradles and inspection platforms; radar servicing trolleys; aircraft mechanical handlers; low loading and oxygen supply trolleys.

Miscellaneous stores: Compressor spares; miscellaneous laboratory equipment; WRAF colthing; miscellaneous curtains; washing plant assemblies; portable hydraulic 8 ton jack; miscellaneous wooden tables, trestles, benches and cupboards; office tables and chairs; wire rope; roller conveyor stands; heavy duty and other hosing; portable spraying plants; salvage canvas covers; lifting jacks; workshop equipment; fitters' metal benches; weighing machines; heavy duty cable; clothing and footwear; electric hotplates; Klee Klamp and other pallets; 360 galls Methonal AL 9; and a large assortment of general stores.

Sept. 27 –	Technical equipment and miscellaneous stores, including:	Ordnance Storage and Disposals Depot, Branston, Nr. Burton on Trent, Staffs.	Walker, Walton & Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).

(*Continued on next page*)

GOVERNMENT SALES, *continued*

Machine tools: outboard motors; traverse and elevating motors; radar and electronic equipment; ratchet and hydraulic jacks; Yale plant handling trucks 8 tons; cardboard containers; wooden boxes (with lids); 15,000 Skefco double row ball bearings; Daimler and Commer petrol engines; batteries; miscellaneous Bedford, Morris, Austin 'Champ'. Ford and Land Rover spares; Barr & Stroud prismatic binoculars; Ottway periscopes and prismatic monocnlars; Ross gunsight and prismatic binoculars; aircraft wheels and tyres; cable; life rafts; laminated aluminium sheets 48 in. x 24 in. x ⅛ in.; rubber hose, sheeting and sealing; and a large assortment of general stores.

Catalogues of the sales on the previous page may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only.)

SALES BY TENDER

1. Machine tools

Pillar drills; plain surface, universal, thread and tool and cutter grinders; gear hobber; centre and turret lathes; horizontal, vertical and plane millers; straightening press; planing, sawing and shaping machines, etc.

Location: Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.

Applications for Tender Forms should be sent to Ministry of Defence (AD), Directorate of Sales (Sales 4bii), Room 419 First Avenue House, High Holborn London, W.C.1. Tenders must be returned by 10 a.m. September 22, 1966. Permission to view on presentation of Tender Form only.

2.

Dynamometer (8,000 h.p.) and associated equipment; continuous mesh belt furnaces; spraying and stoving plants; rotary drum cleaning machines; bench W.C.1. Tenders measuring units; generating set (600 kW-DC) 125 h.p. motor; miscellaneous pumps, valves and electrical equipment.

Location: Ordnance Storage Depot, Harrogate Road, Yeadon, Nr. Leeds, Yorks.

Applications for Tender Forms to Ministry of Defence (AD), Directorate of Sales (Sales 4aii), Room 427, First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. September 21, 1966. Permission to view on presentation of Tender Form only.

3. Dart-Herald Aircraft

Three Dart-Herald Aircraft at present leased to and in service with British European Airways are expected to become available for sale in November 1966. Applications for Tender Forms to Ministry of Defence (AD), Directorate of Sales (Sales 4cii), Room 424, First Avenue House, High Holborn, London, W.C.1. to be returned early October.

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
Sept. 6 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).
Oct. 4 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4)

Catalogues: price 6d. Direct from Auctioneer. View days: Day preceding and morning of sale.

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,, ,,	**Bldg. III, Northern Area**	,,
MANCHESTER	**Corn Exchange Buildings**	**'STONWIN'**
,, (Airport)	**Building 55**	**'AIRSTONWIN'**
LIVERPOOL	**Orleans House**	**'WINGATE'**
NEWCASTLE	**65 Quayside**	**'NEWINJOHN'**
SOUTHAMPTON	**18 Canute Road**	**'WINSTON'**
GLASGOW	**20 Renfield Street, C.2**	**'GATEWIN'**
,, (Airport)	**Building 66, Renfrew**	,,
LEICESTER	**15 Rutland Street**	**'LEWINJOHN'**
LEEDS	**Yeadon Airport**	**'GATEJOHN'**
HARWICH	**21 Garland Road**	**'JOHNSTON'**
PARIS	**8 Rue D'Enghien**	**'JOHNWIN'**
,, (Airport)	**Aerogare Fret Orly**	**'WINGAIR'**
HAVRE	**7 Rue des Drapiers**	**'JOHNGATE'**
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	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205	series shown in £ million			
1961	113	114	121	116	111	100	130	130	138	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	134	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	144	145	132	+177	+ 89	+29	+55
1964	125	128	144	139	123	106	155	121	170	184	151	+513	+332	+72	+47
1965	128	132	152	147	125	108	160	132	168	189	157	+311	+199	+19	+57
1964 4th quarter	126	130	147	143	125	107	160	128	177	189	156	+108	+ 50	+30	+15
1965 1st quarter	128	132	150	146	127	108	162	138	168	191	158	+ 61	+ 49	—10	+12
2nd quarter	127	131	151	145	123	107	159	127	172	184	159	+ 95	+ 83	— 5	+ 7
3rd quarter	127	132	153	148	124	108	158	131	160	189	155	+117	+ 71	+21	+20
4th quarter	129	133	155	151	126	109	161	130	170	193	157	+ 38	— 4	+13	+18
1966 1st quarter	130	134	162	155	130	110	162	137	165	183	165	+ 82	+ 58	N/C	+17
2nd quarter		132*				110									
1966 January		134				110									
February		133				109									
March		135				110									
April		134*				110									
May		133*				111									
June		131*				109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956					1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—	series shown in thousands				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964 4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965 1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966 1st quarter	164	122*	134·4	+4·3	113·7	131·4	165·9	279	260	+ 5	— 5	159	153	— 39
2nd quarter	161*	127*	137·0	+3·8	116·8*	133·0*	168·1	282	295	+35	+33	155	145	
1966 January	165	122*	134·3	+4·4	113·0	130·9	165·0	285	245	— 1	— 1	158	146	..
February	165	120*	134·4	+4·5	114·1	131·3	165·4	277	260	+15	+ 6	159	159	..
March	164	122*	134·7	+4·3	113·9	131·9	167·2	274	274	+14	+10	158	153	..
April	164*	123*	136·3	+3·6	116·2	132·7	167·8	279	289	+15	+14	157	153	
May	163*	127*	137·2	+3·9	117·1	133·1	167·8	277	296	+ 7	+ 9	163	155	
June	161*	127*	137·6	+3·9	117·0*	133·3*	168·7	290	300	+ 4	+13	146	127	
July			137·0	+3·5	116·6*	133·5*	169·7	305	296	— 4	+ 3	165	151	
August								318	273	—23	— 9			

* Provisional. † Not seasonally adjusted.

Machine tool orders and deliveries June 1966

THE MINISTRY of Technology report that in June 1966 total deliveries of machine tools were valued at £12.7 million and net new orders at £13.2 million. Orders outstanding were just over £107 million.

Home Market

Home deliveries, seasonally adjusted, rose to £10.4 million, well above the average for the previous six months. New home orders, a £11.7 million seasonally adjusted in June, showed signs of a halt in the downward trend. Orders outstanding at the end of the month rose by nearly £1 million to £77.5 million, representing about eight and a half months' work at the current rate of delivery.

In the first half of 1966 deliveries were 15 per cent higher than in the same period of 1965, and home new orders were slightly higher than a year ago.

Exports

Export deliveries, at £2.8 million seasonally adjusted, remained at the low level of the previous six months. New export orders, at £2 million seasonally adjusted, after showing signs of recovery in the previous three months, fell sharply. Export orders outstanding at £29.6 million were still close to the 1965 level, and represents about 10½ months' work at the current rate of delivery.

In the first half of 1966 export deliveries were 26 per cent lower, and new export orders 22 per cent lower than in the same period of 1965.

Note:

The seasonally adjusted figures for January to May 1966 have been re-adjusted to take account of changes in the seasonal pattern of variation.

Table 1 — Metal working machine tools and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1965 (3)	141,289	40,704	100,585	104,195	28,860	75,335	157,702	39,616	118,086
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,140	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter (3)	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter	36,611	8,701	27,910	104,195	28,860	75,335	38,464	7,910	30,554
1966 1st quarter	37,876	9,064	28,812	104,906	28,268	76,638	38,587	8,472	30,115
2nd quarter*	34,767	7,684	27,084	107,072	29,557	77,515	36,933	8,973	27,961
3rd quarter									
4th quarter									
1965 January (3)	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October	10,841	2,719	8,122	104,272	30,013	74,259	12,772	3,081	9,691
November	12,538	2,913	9,624	104,808	29,575	75,233	13,073	2,475	10,598
December	13,232	3,069	10,163	104,195	28,860	75,335	12,619	2,354	10,265
1966 January	10,749	2,451	8,298	105,445	29,398	76,048	11,999	2,988	9,011
February	11,602	3,003	8,599	105,422	28,627	76,795	11,579	2,232	9,347
March	15,526	3,611	11,915	104,906	28,268	76,638	15,009	3,252	11,757
April*	10,314	2,140	8,174	107,235	29,617	77,618	12,643	3,448	9,155
May*	11,726	2,702	9,023	106,645	30,028	76,617	11,136	3,114	8,022
June*	12,728	2,842	9,886	107,072	29,557	77,515	13,155	2,371	10,784
July									
August									
September									
October									
November									
December									
January-June 1965	71,037	22,481	48,556	96,687	29,741	66,946	79,941	22,273	57,668
January-June 1966*	72,644	16,748	55,895	107,072	29,557	77,515	75,520	17,445	58,075
Percentage change	+2	—26	+15	+11	—1	+16	—6	—22	+1

*Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December, 1964, and January 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.

Table 2 — Metal working machine tools orders and deliveries: seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,229	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965 (3)	141,486	40,844	100,643	105,832	28,803	77,029	159,533	40,185	119,348
1963 1st quarter	29,669	9,881	19,778	80,277	32,659	47,618	21,000	8,153	12,847
2nd quarter	28,889	10,015	18,874	74,512	30,412	44,100	23,124	7,768	15,356
3rd quarter	28,022	9,880	18,142	70,114	29,571	40,543	23,624	9,039	14,585
4th quarter	27,582	9,402	18,180	69,728	28,981	40,747	27,196	8,812	18,384
1964 1st quarter	29,226	9,452	19,774	72,085	28,683	43,402	31,583	9,154	22,429
2nd quarter	28,718	9,128	19,590	74,805	29,031	45,774	31,438	9,476	21,962
3rd quarter	30,181	8,468	21,713	81,364	29,341	52,023	36,740	8,778	27,962
4th quarter	33,584	10,753	22,831	87,785	29,461	58,324	40,005	10,873	29,132
1965 1st quarter (3)	34,203	10,480	23,723	92,712	30,165	62,547	39,128	11,183	27,945
2nd quarter	35,056	11,836	23,220	96,576	29,831	66,745	38,920	11,502	27,418
3rd quarter	35,292	9,937	25,355	102,791	28,844	73,947	41,508	8,951	32,557
4th quarter	36,936	8,590	28,346	105,832	28,803	77,029	39,977	8,549	31,427
1966 1st quarter	34,833	8,206	26,626	106,207	29,416	76,791	35,207	8,818	26,388
2nd quarter*	36,063	8,111	27,952	108,781	29,765	79,016	38,638	8,461	30,177
3rd quarter									
4th quarter									
1965 January (3)	10,937	3,583	7,354	91,989	29,855	62,134	15,141	3,977	11,164
February	11,805	3,579	8,226	91,424	29,543	61,881	11,240	3,267	7,973
March	11,460	3,318	8,142	92,712	30,165	62,547	12,748	3,940	8,808
April	11,227	3,328	7,900	93,591	30,879	62,713	12,107	4,041	8,066
May	11,728	3,626	8,102	96,243	31,492	64,751	14,379	4,239	10,140
June	12,101	4,883	7,218	96,576	29,831	66,745	12,434	3,222	9,212
July	11,020	3,087	7,933	101,666	29,753	71,913	16,110	3,009	13,101
August	12,012	3,496	8,516	102,667	29,422	73,245	13,013	3,164	9,849
September	12,261	3,355	8,905	102,791	28,844	73,947	12,385	2,778	9,608
October	11,308	2,658	8,650	104,243	29,310	74,933	12,760	3,124	9,636
November	12,782	3,109	9,673	104,778	28,939	75,839	13,317	2,738	10,579
December	12,846	2,823	10,023	105,832	28,803	77,029	13,900	2,688	11,213
1966 January	10,823	2,330	8,493	105,113	29,368	75,745	10,104	2,895	7,209
February	10,979	2,750	8,229	104,118	29,122	74,996	9,983	2,504	7,480
March	13,031	3,126	9,905	106,207	29,416	76,791	15,120	3,420	11,700
April*	11,149	2,462	8,687	107,288	30,439	76,850	12,230	3,485	8,745
May*	11,705	2,824	8,881	108,283	30,579	77,705	12,700	2,964	9,736
June*	13,210	2,825	10,385	108,781	29,765	79,016	13,708	2,012	11,696
July									
August									
September									
October									
November									
December									
Average of the latest 3 months (4)	12,021	2,704	9,317	108,781	29,765	79,016	12,879	2,820	10,059
Average of the previous 3 months (4)	11,611	2,735	8,875	106,207	29,416	76,791	11,736	2,939	8,796
Percentage change	+4	—1	+5	+2	+1	+3	+10	—4	+14

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(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964, and January 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(4) Orders outstanding refer to end of 3 month periods.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, August 26, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Down through the Years	Br/E 31584	10	August 24	Columbia Pictures Corp. Ltd.	National Film Board of Canada
Pathe Pictorial Series 599/611:					
Pathe Pictorial No. 609	Br/E 31585	9	August 24	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 610	Br/E 31586	8	August 24	" " " "	" " " "
The Liquidator	Br/E 31589	104	August 25	Metro-Goldwyn-Mayer Pictures Ltd.	Leslie Elliot Productions Ltd.
Movietone News 1941	Br/E 31345	7	August 26	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1941A	Br/E 31346	8	August 26	" " " "	" " "
Pathe News 66-67	Br/E 31414	8	August 26	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-68	Br/E 31415	8	August 26	" " " "	" " " "
FOREIGN					
Tread Softly	F 31583	74	August 24	D.U.K. Films Ltd.	Studio Hamburg Atelierges, G.m.b.H., Hamburg-Wandsbek.
O-Solar-Meow	F 31587	7	August 25	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.
Gunfighters of Casa Grande	F 31588	77	August 25	" " " " "	Tecisa, Madrid.

Machine tool orders and deliveries June 1966

THE MINISTRY of Technology report that in June 1966 total deliveries of machine tools were valued at £12.7 million and net new orders at £13.2 million. Orders outstanding were just over £107 million.

Home Market

Home deliveries, seasonally adjusted, rose to £10.4 million, well above the average for the previous six months. New home orders, a £11.7 million seasonally adjusted in June, showed signs of a halt in the downward trend. Orders outstanding at the end of the month rose by nearly £1 million to £77.5 million, representing about eight and a half months' work at the current rate of delivery.

In the first half of 1966 deliveries were 15 per cent higher than in the same period of 1965, and home new orders were slightly higher than a year ago.

Exports

Export deliveries, at £2.8 million seasonally adjusted, remained at the low level of the previous six months. New export orders, at £2 million seasonally adjusted, after showing signs of recovery in the previous three months, fell sharply. Export orders outstanding at £29.6 million were still close to the 1965 level, and represents about 10½ months' work at the current rate of delivery.

In the first half of 1966 export deliveries were 26 per cent lower, and new export orders 22 per cent lower than in the same period of 1965.

Note:

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Table 1 — Metal working machine tools and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1965 (3)	141,289	40,704	100,585	104,195	28,860	75,335	157,702	39,616	118,086
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,140	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter (3)	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter	36,611	8,701	27,910	104,195	28,860	75,335	38,464	7,910	30,554
1966 1st quarter	37,876	9,064	28,812	104,906	28,268	76,638	38,587	8,472	30,115
2nd quarter*	34,767	7,684	27,084	107,072	29,557	77,515	36,933	8,973	27,961
3rd quarter									
4th quarter									
1965 January (3)	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October	10,841	2,719	8,122	104,272	30,013	74,259	12,772	3,081	9,691
November	12,538	2,913	9,624	104,808	29,575	75,233	13,073	2,475	10,598
December	13,232	3,069	10,163	104,195	28,860	75,335	12,619	2,354	10,265
1966 January	10,749	2,451	8,298	105,445	29,398	76,048	11,999	2,988	9,011
February	11,602	3,003	8,599	105,422	28,627	76,795	11,579	2,232	9,347
March	15,526	3,611	11,915	104,906	28,268	76,638	15,009	3,252	11,757
April*	10,314	2,140	8,174	107,235	29,617	77,618	12,643	3,448	9,155
May*	11,726	2,702	9,023	106,645	30,028	76,617	11,136	3,114	8,022
June*	12,728	2,842	9,886	107,072	29,557	77,515	13,155	2,371	10,784
July									
August									
September									
October									
November									
December									
January-June 1965	71,037	22,481	48,556	96,687	29,741	66,946	79,941	22,273	57,668
January-June 1966*	72,644	16,748	55,895	107,072	29,557	77,515	75,520	17,445	58,075
Percentage change	+2	—26	+15	+11	—1	+16	—6	—22	+1

*Provisional.
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(3) Between December, 1964, and January 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.

Table 2 — Metal working machine tools orders and deliveries: seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,229	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965 (3)	141,486	40,844	100,643	105,832	28,803	77,029	159,533	40,185	119,348
1963 1st quarter	29,669	9,881	19,778	80,277	32,659	47,618	21,000	8,153	12,847
2nd quarter	28,889	10,015	18,874	74,512	30,412	44,100	23,124	7,768	15,356
3rd quarter	28,022	9,880	18,142	70,114	29,571	40,543	23,624	9,039	14,585
4th quarter	27,582	9,402	18,180	69,728	28,981	40,747	27,196	8,812	18,384
1964 1st quarter	29,226	9,452	19,774	72,085	28,683	43,402	31,583	9,154	22,429
2nd quarter	28,718	9,128	19,590	74,805	29,031	45,774	31,438	9,476	21,962
3rd quarter	30,181	8,468	21,713	81,364	29,341	52,023	36,740	8,778	27,962
4th quarter	33,584	10,753	22,831	87,785	29,461	58,324	40,005	10,873	29,132
1965 1st quarter (3)	34,203	10,480	23,723	92,712	30,165	62,547	39,128	11,183	27,945
2nd quarter	35,056	11,836	23,220	96,576	29,831	66,745	38,920	11,502	27,418
3rd quarter	35,292	9,937	25,355	102,791	28,844	73,947	41,508	8,951	32,557
4th quarter	36,936	8,590	28,346	105,832	28,803	77,029	39,977	8,549	31,427
1966 1st quarter	34,833	8,206	26,626	106,207	29,416	76,791	35,207	8,818	26,388
2nd quarter*	36,063	8,111	27,952	108,781	29,765	79,016	38,638	8,461	30,177
3rd quarter									
4th quarter									
1965 January (3)	10,937	3,583	7,354	91,989	29,855	62,134	15,141	3,977	11,164
February	11,805	3,579	8,226	91,424	29,543	61,881	11,240	3,267	7,973
March	11,460	3,318	8,142	92,712	30,165	62,547	12,748	3,940	8,808
April	11,227	3,328	7,900	93,591	30,879	62,713	12,107	4,041	8,066
May	11,728	3,626	8,102	96,243	31,492	64,751	14,379	4,239	10,140
June	12,101	4,883	7,218	96,576	29,831	66,745	12,434	3,222	9,212
July	11,020	3,087	7,933	101,666	29,753	71,913	16,110	3,009	13,101
August	12,012	3,496	8,516	102,667	29,422	73,245	13,013	3,164	9,849
September	12,261	3,355	8,905	102,791	28,844	73,947	12,385	2,778	9,608
October	11,308	2,658	8,650	104,243	29,310	74,933	12,760	3,124	9,636
November	12,782	3,109	9,673	104,778	28,939	75,839	13,317	2,738	10,579
December	12,846	2,823	10,023	105,832	28,803	77,029	13,900	2,688	11,213
1966 January	10,823	2,330	8,493	105,113	29,368	75,745	10,104	2,895	7,209
February	10,979	2,750	8,229	104,118	29,122	74,996	9,983	2,504	7,480
March	13,031	3,126	9,905	106,207	29,416	76,791	15,120	3,420	11,700
April*	11,149	2,462	8,687	107,288	30,439	76,850	12,230	3,485	8,745
May*	11,705	2,824	8,881	108,283	30,579	77,705	12,700	2,964	9,736
June*	13,210	2,825	10,385	108,781	29,765	79,016	13,708	2,012	11,696
July									
August									
September									
October									
November									
December									
Average of the latest 3 months (4)	12,021	2,704	9,317	108,781	29,765	79,016	12,879	2,820	10,059
Average of the previous 3 months (4)	11,611	2,735	8,875	106,207	29,416	76,791	11,736	2,939	8,796
Percentage change	+4	—1	+5	+2	+1	+3	+10	—4	+14

*Provisional.
(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964, and January 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(4) Orders outstanding refer to end of 3 month periods.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, August 26, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Down through the Years	Br/E 31584	10	August 24	Columbia Pictures Corp. Ltd.	National Film Board of Canada
Pathe Pictorial Series 599/611:					
Pathe Pictorial No. 609	Br/E 31585	9	August 24	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 610	Br/E 31586	8	August 24	" " " "	" " " "
The Liquidator	Br/E 31589	104	August 25	Metro-Goldwyn-Mayer Pictures Ltd.	Leslie Elliot Productions Ltd.
Movietone News 1941	Br/E 31345	7	August 26	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1941A	Br/E 31346	8	August 26	" " " "	" " "
Pathe News 66-67	Br/E 31414	8	August 26	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-68	Br/E 31415	8	August 26	" " " "	" " " "
			FOREIGN		
Tread Softly	F 31583	74	August 24	D.U.K. Films Ltd.	Studio Hamburg Atelierges, G.m.b.H., Hamburg-Wandsbek.
O-Solar-Meow	F 31587	7	August 25	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.
Gunfighters of Casa Grande	F 31588	77	August 25	" " " " "	Tecisa, Madrid.

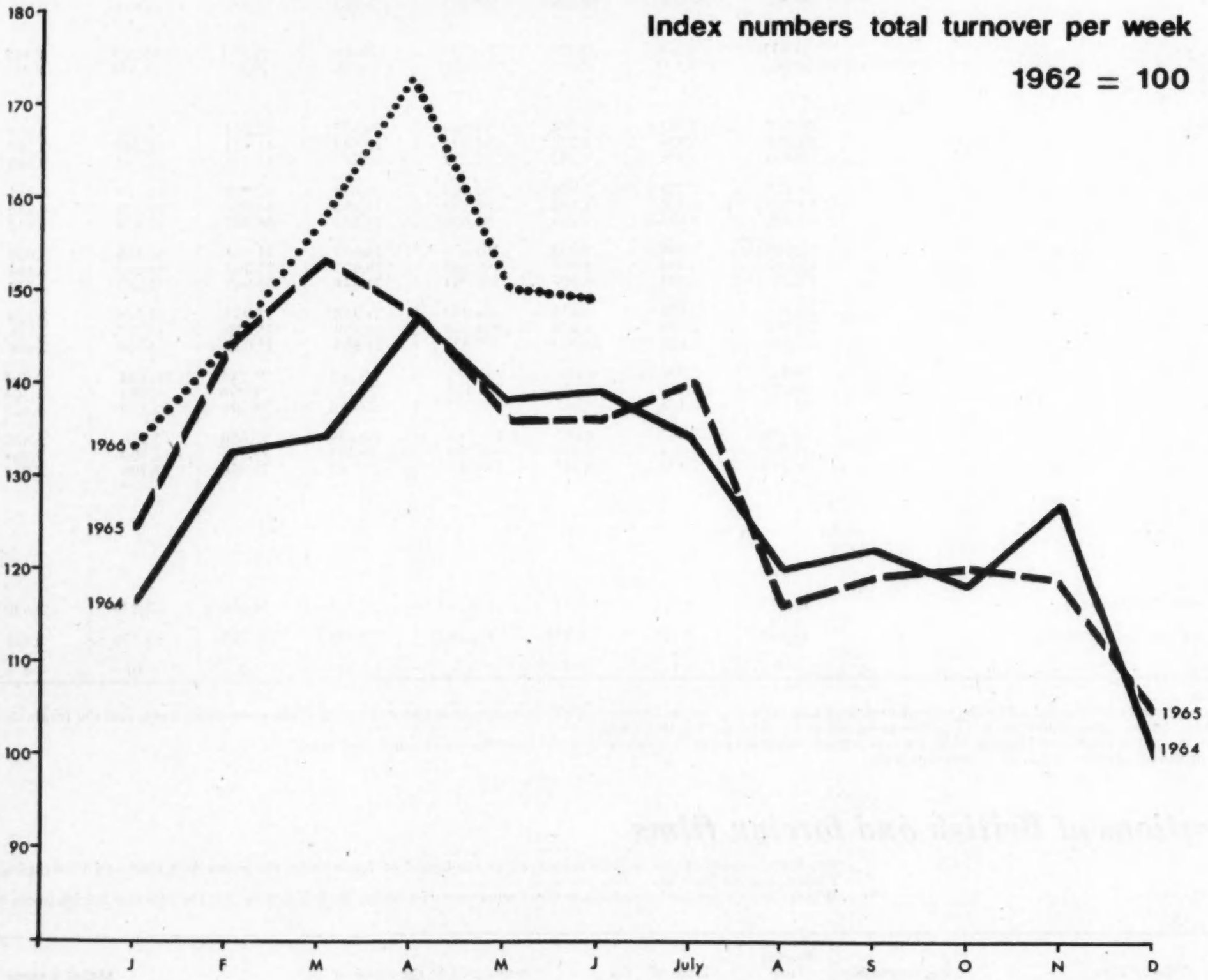
Turnover of the motor trades in June

THE TOTAL TURNOVER of the motor trades in June, as in May, was 10 per cent higher than in the corresponding month of 1965, but a little below the average percentage increase for the second quarter of 1966 (12 per cent). Trading in the second quarter was however dominated by the very high level of sales of new motor vehicles which took place in April when demand was inflated by pre-budget purchases. Because the Budget was at the beginning of April in 1965 but at the beginning of May in 1966, monthly and quarterly comparisons on a year earlier basis tend to distort the underlying trend of sales by the motor trades. For the first six months of 1966, however, motor trades' turnover has shown an increase of 8 per cent over the corresponding period of 1965, and the most significant feature of this improvement in business has been the increased sales of motor vehicles.

Sales of new motor vehicles were 4 per cent higher in June than in the corresponding month of last year, compared with a 12 per cent average increase for the second quarter, but the latter figure reflects the very high level of sales in April. Sales of second hand motor vehicles showed a 17 per cent increase over June 1965, but this large increase reflects the low level of sales in June 1965. As stated above the different dates of the Budget in 1965 and 1966 make it difficult to interpret monthly comparisons on a year earlier basis.

The steady growth in all other sales and receipts which covers sales of petrol, oil, accessories and spares, together with receipts from servicing and repairs, was continued in June, but as was pointed out in the article introducing these series (*Board of Trade Journal*, September 24, 1965) the indices reflect changes in the value of sales at current prices and are, therefore, affected by changes in the price of goods and services provided by the motor trades.

TURNOVER IN THE MOTOR TRADES



(*Continued on next page*)

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Index number of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	110
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	151(b)	146	157			133	144	158	173	150	149						
	1965	+2	+11	—1	Nil	Nil	+7	+9	+14	Nil	—1	—2	+4	—3	—2	+2	—6	+5
	1966	+8(c)	+3	+12			+7	Nil	+3	+17	+10	+10						
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	175(b)	173	178			155	166	192	227	160	154						
	1965	—3	+12	—9	—8	—8	+6	+11	+15	—11	—9	—8	+1	—14	—12	—6	—17	+1
	1966	+8(c)	Nil	+18			+7	—6	Nil	+38	+12	+4						
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	144(b)	135	153			111	138	151	158	154	148						
	1965	Nil	+6	Nil	—7	—3	+3	+2	+12	+12	—3	—7	—2	—9	—9	Nil	—12	+4
	1966	+5(c)	+2	+8			+4	Nil	+2	—3	+9	+17						
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	134(b)	128	140			124	126	132	133	141	146						
	1965	+10	+12	+9	+9	+9	+11	+10	+14	+10	+9	+7	+11	+7	+9	+11	+9	+3
	1966	+8(c)	+8	+9			+8	+6	+9	+5	+9	+11						

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by June 1966 turnover was the five weeks from May 29, 1966, to July 2, 1966; the corresponding period in 1965 was from May 30, 1965, to July 3, 1965.
(b) Index number for period January to June 1966.
(c) Percentage change for period January to June 1966 compared with corresponding period of 1965.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1.
(Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX. 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232).
(Code: OLE 2. 38232. TELEX. 55472, Answer Back – BOT LEEDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, Sunley Building, Piccadilly Plaza, Manchester, 1.
(Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104, Answer Back–BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Somerset House, 37 Temple Street, Birmingham, 2
(Tel. Birmingham Midland 8221. Code: 021. MID 8221. TELEX. 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
D. A. Wilson, CBE, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. J. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: OBR 2. TELEX. 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
R. W. Daniel, CBE, Government Buildings, Gabalfa, Cardiff.
(Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OI N 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. TELEX. 74578, Answer Back – GOVNI BELFAST).

Private pension funds' investment continues at high level

TOTAL NET INVESTMENT by private pension funds in the second quarter of 1966 is estimated at £79 million, £7 million above the previous quarter's level, although still slightly below the peak at the end of 1965.

Investment in public sector securities continued at the low level of the previous quarter, long-dated British Government securities being the only category with significant investment. Investment in company securities (£53 million) was below the level of the preceding two quarters, debentures in particular (at £20 million) being significantly below recent levels, reflecting in part the substantially lower level of new debenture, etc. issues in the second quarter compared with the preceding three quarters. Disinvestment in overseas government, etc. securities, evident throughout 1965, continued in the second quarter, although the amounts involved are small. A significant proportion of new investment went into land, real property and ground rents (virtually all the £10 million shown against 'Other investments') compared with a quarterly average of about £5½ million during 1965 and only about £2 million in the first quarter.

The total of investments in securities, etc. at £68 million was some £15 million below the previous quarter's level, but with the reversal of the first quarter's fall in cash and other short-term assets (£11 million), net investment was higher in the second quarter.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit-making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. For a further description of the statistics, see *Board of Trade Journal*, July 1, 1966.

Net investment in assets by private pension funds (1)

£ million

ASSETS	NET INVESTMENT								TRANSACTIONS 2nd quarter, 1966		
			1965					1966			
	1963 Year	1964 Year	1st quarter	2nd quarter	3rd quarter	4th quarter	Year	1st quarter	Assets acquired	Assets realized	Net investment
Public sector securities:											
British government and government guaranteed securities:											
Period to maturity:											
Up to 5 years	— 3·1	— 1·7	+ 0·7	+12·7	— 4·5	+ 2·8	+ 11·7	+ 5·3	9·0	16·3	— 7·3
Over 5 and up to 10 years	— 12·4	— 5·9	+ 5·8	+ 5·7	+ 3·3	— 0·9	+ 13·9	— 6·9	4·0	11·2	— 7·2
Over 10 and up to 15 years	+ 5·9	— 2·6	+ 0·8	— 0·6	+16·6	+14·3	+ 31·1	—10·7	6·4	7·8	— 1·4
Over 15 years	— 6·1	+ 10·0	+ 7·5	— 2·9	— 5·2	— 4·2	— 4·8	+12·6	36·0	20·3	+15·7
Undated	— 1·6	— 0·4	— 1·0	— 0·4	+ 1·7	+ 1·2	+ 1·5	— 0·5	4·8	1·2	+ 3·6
United Kingdom local authority securities:											
Quoted:											
Period to maturity:											
Up to 10 years	— 1·3	— 0·5	—	+ 0·2	+ 1·8	+ 1·5	+ 3·5	—	4·9	1·9	+ 3·0
Over 10 and up to 15 years	+ 4·1	— 0·2	+ 0·4	+ 0·8	+ 0·7	+ 2·1	+ 4·0	+ 3·8	3·3	1·3	+ 1·9
Over 15 years and undated	+ 11·7	+ 1·2	+ 4·1	+ 2·8	— 0·4	+ 4·9	+ 11·4	+ 0·4	1·1	1·9	— 0·9
Unquoted	+ 1·3	+ 3·5	+ 1·0	+ 0·7	— 0·8	+ 0·1	+ 1·1	+ 0·5	1·4	3·2	— 1·8
Total of public sector securities	— 1·5	+ 3·4	+19·4	+19·0	+13·2	+21·9	+ 73·5	+ 4·3	70·9	65·2	+ 5·6
Other investments:											
Company securities:											
Ordinary shares	+134·2	+133·3	+30·3	+23·9	+20·1	+27·3	+101·6	+40·4	52·0	17·4	+34·6
Preference shares	+ 1·5	+ 1·6	+ 0·4	— 2·9	— 2·7	— 1·8	— 7·0	+ 0·3	2·0	3·6	— 1·6
Debentures, etc.	+ 57·4	+ 41·3	+18·9	+15·5	+25·9	+33·6	+ 94·0	+34·4	27·9	8·2	+19·7
Mortgages and loans	+ 3·3	+ 1·8	— 0·1	+ 2·6	+ 1·2	+ 1·4	+ 5·1	+ 2·5	3·0	2·1	+ 0·9
Overseas government, etc., securities	+ 0·3	— 4·1	— 1·2	— 1·7	— 0·2	— 0·3	— 3·3	— 0·8	0·8	2·4	— 1·6
Other investments	+ 17·7	+ 15·7	+ 5·1	+ 5·9	+ 5·5	+ 6·2	+ 22·8	+ 1·4	10·9	0·6	+10·3
Total of other investments	+214·4	+189·5	+53·5	+43·3	+49·8	+66·5	+213·2	+78·3	96·6	34·3	+62·3
Total of investments	+212·9	+192·9	+72·9	+62·3	+63·0	+88·4	+286·7	+82·6	167·5	99·5	+68·0
									BALANCES		
									Mar. 31, 1966	June 30, 1966	
Cash and other short-term assets:											
Cash in hand and with UK banks	+ 2·7	+ 1·1	—10·0	+ 1·8	— 3·1	+11·2	— 0·2	— 3·3	38·5	41·0	+ 2·5
UK local authority bills and temporary money	+ 2·2	+ 32·7	+ 7·0	— 1·6	— 5·3	— 7·9	— 7·8	— 4·8	36·8	39·8	+ 3·0
Other short-term assets	+ 4·3	+ 4·1	+ 0·6	+ 1·5	+ 1·1	— 2·2	+ 1·0	+ 0·5	29·7	29·5	— 0·2
Short-term liabilities	— 7·7	+ 8·3	— 4·1	+ 4·2	— 1·3	— 2·8	— 6·0	— 2·9	16·5	10·8	+ 5·7
Total net cash and other short-term assets	+ 1·5	+ 46·3	— 6·5	+ 5·9	—10·5	— 1·6	— 12·9	—10·6	88·5	99·5	+11·0
Total net investment	+214·5	+239·2	+66·4	+68·2	+52·5	+86·7	+273·8	+72·0			+79·0

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
— = Nil or less than £·05 million.

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Production of man-made fibres in July

TOTAL PRODUCTION by weight of man-made fibres in July was 5 per cent more than in July 1965. Within the total, output of continuous filament was 11 per cent more and staple fibre 1 per cent more.

(million lb. 'Delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1965 1st quarter	102·9	122·8	225·8
2nd quarter	101·0	120·8	221·9
1966 1st quarter	108·1	120·5	228·6
2nd quarter	111·6	120·8	232·4
1965 May	35·5	41·8	77·4
June	33·4	40·2	73·6
July	30·8	38·7	69·5
1966 May	39·1	42·2	81·4
June	36·2	39·5	75·7
July	34·0	39·2	73·2

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended July 30, 1966:

Distributors' earnings submitted.

High cost films		£497,511
Low cost films:		
Eligible (after multiplying by 2½)	£24,154	
Not eligible for 2½ times rental	£4,603	
		£526,268
Films of less than 3,000 feet (after multiplying by 2½)		£68,364
		£594,632

Levy collections paid to Agency by HM Customs and Excise to August 8, 1966, together with an estimate of collections approximately covering entertainments for the five weeks ended July 30, 1966 . . . . . £381,800

The ninth interim allocation for the ninth distribution period will be at the rate of 49 per cent.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

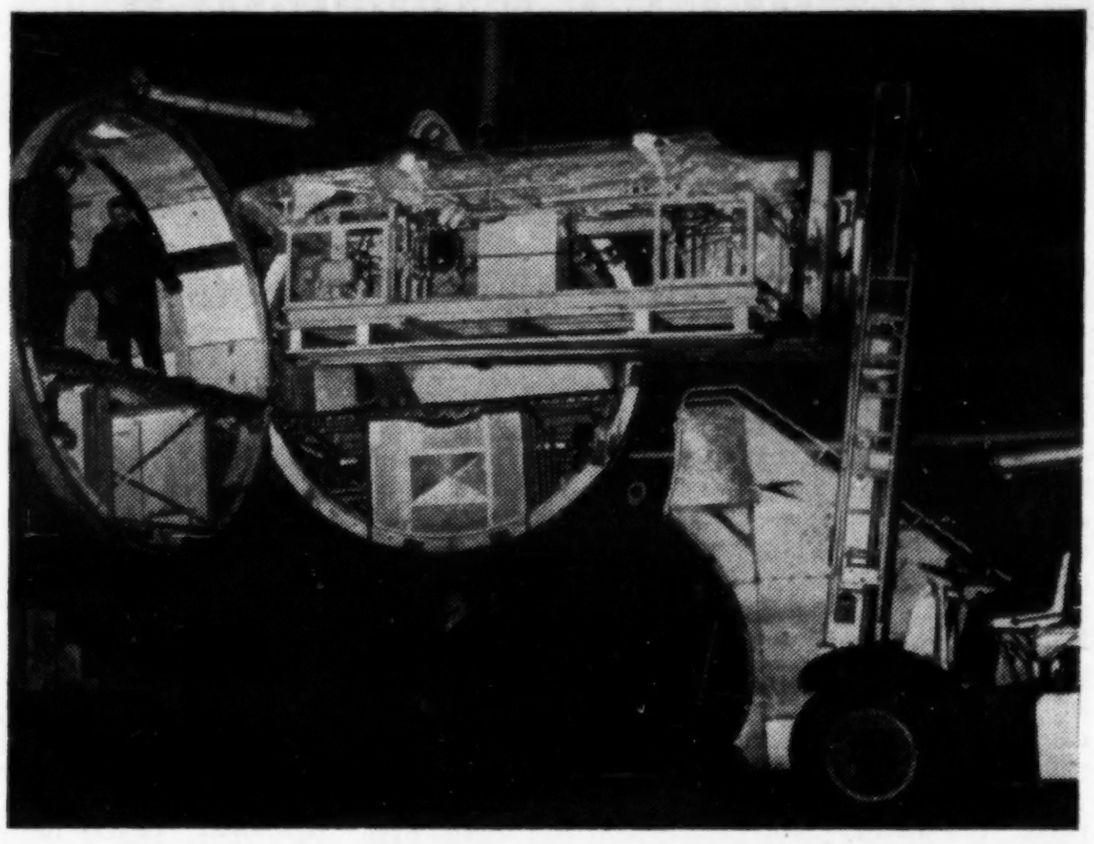
Monthly at £1 a year, post free:

Internal Combustion Engines for November 1965.
Tools and Implements for May 1966.
Boxes Cartons and Fibre Board Packing Cases for June 1966.
Processed Man-made Continuous Filament Yarns for June 1966.

Quarterly at 7s. 6d. a year, post free:

Contractors' Plant for January-March 1966.
Engineers' Tools for January-March 1966.
Rotating Electrical Machinery for January-March 1966.
Scientific and Industrial Instruments and Apparatus for January-March 1966.
Watches and Clocks etc. for January-March 1966.

CARTON MACHINES FOR EXPORT



A Diotite carton closing machine built by The Metal Box Company Limited en route to the Continental Can Company of Canada Limited, a Metal Box licensee for this system. The Diotite system comprising the carton and all ancillary equipment was developed by Metal Box and is now in use in America, Canada and seven European countries. This machine, a C31, will handle cartons at speeds up to 120 per minute.

Overdrafts of the nationalized industries

THE TOTAL BANK overdrafts of the nationalized industries at August 17, 1966, amounted to £64.3 million, of which £56.5 million was from the clearing banks and £7.8 million from the Scottish banks.

Economic trends, August 1966

TWO ARTICLES appear in the August issue of *Economic Trends*, published by the Central Statistical Office on August 26 (HMSO, price 7s.). The first is on provisional summary input-output tables for 1963, bringing up to date tables previously published for 1954 (*Input-output tables for the United Kingdom* 1954; HMSO 1961); the second, on the incidence of taxes and social service benefits on different groups of households, carries up to 1964 the analyses given in two earlier issues of *Economic Trends*: November 1962 (for 1957 and 1959) and February 1964 (for 1961 and 1962).

INDEX OF REGULAR STATISTICS

When did the* Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of British products in all overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245) (Telex 25977). The type of goods involved and the countries to be covered should be indicated.

Exhibitions and Fairs

Mr. George Darling opens Paris store promotion

'PERSONALLY, I thoroughly approve of store promotions,' said Mr. George Darling, Minister of State, Board of Trade, at the opening of a British Consumer Goods Promotion by Galeries Lafayette in Paris, on August 26. 'I have no doubt that the store itself benefits not least by attracting many new customers who one hopes will come again and again. From our point of view it helps our exports and publicizes British products. We want all of your customers to know that in Britain we make a vast range of goods, products of high quality and technical excellence. What is more, our prices are, I believe, competitive with the best from other countries. But please do not take my word for it. I leave you and the hundreds of shoppers who will enter this store in the next month or so, to be the judges. We are proud to know that, in the coming weeks, our textiles, hardware, china, jewellery, foodstuffs and many other goods will be subjected to the closest scrutiny from some of the most discriminating shoppers in the world.'

The Minister of State reminded his audience: 'All this will be going on soon on a much larger scale at Lyons, where in October we shall be staging a British Week.' The promotion there would embrace the whole town. A British atmosphere would be created by cultural and sporting events; and with military bands and street decorations. 'Once again, this will be good for British exports, and will also, I am sure, benefit the Lyons business community,' said Mr. Darling. 'And not only for a week or a month. We want to see a variety of British goods on sale, and by public demand, next year and in the years to come.

'I hope these two examples of British export promotion in France will serve to show how important increased exports are to Britain. But let me remind you that we are also firm believers in two-way trade. Increased mutual prosperity depends also on our ability to take French imports, which have been going up steadily and, in fact, increased by no less than 24 per cent in the first half of this year. Trade between our two countries is now pretty well in balance, and we both want to see it go on expanding. We in Britain, as you well know, are temporarily facing economic difficulties and we have had recently to introduce some rather stern measures to overcome them. We know full well that the real solution to our problems lies in our getting a bigger, and a continuous, expansion of overseas trade. Our export trade is increasing, but we are aware that international trade is not a one-way business. It will help you in France, and help us in Britain, to make both of our countries increasingly prosperous, if we can continue to sell more goods to each other for our mutual benefit. That is why I am pleased to be able to lend my support to this excellent initiative in the development of Franco-British trade.'

Mr. Mason to visit two international fairs in Switzerland

MR. ROY MASON, Minister of State, Board of Trade, is to visit Switzerland from September 12 to 14, to see the International Nuclear Industries Fair (Nuclex '66) in Basle and a special display of British woven carpets at the Kasino Zurich-horn.

Britain produces more electricity from nuclear power than the rest of the world combined and British stands at the Nuclex Fair will show the measure of Britain's lead in nuclear technology. This event, which is open from September 8 to 14, is the first international exhibition of its kind. The British contribution, which has been organized in collaboration with the Board of Trade, covers nearly 10,000 sq. ft. and will include a large display by the United Kingdom Atomic Energy Authority where details of the world's largest reprocessing plant for atomic fuel will be shown together with a range of reactor fuel elements. A 'joint venture' exhibit organized on behalf of 20 members of the British Nuclear Forum will feature a comprehensive display of nuclear and electronic equipment including fast breeding, testing and research reactors, an advanced computer designed for power stations, gas turbine plant, a range of metals developed to withstand difficult operating conditions, slave manipulators and contamination monitors. Twenty British speakers will present papers at a conference being held in conjunction with the Fair.

Mr. Mason will visit the British stands on the morning of September 13 – designated 'British Day' by the Fair authorities. After lunching with members of the British Swiss Chamber of Commerce he will tour other sections of the Fair.

Seven manufacturers are contributing to the display of British carpets being held at the Kasino Zurich-horn from September 13 to 16. Organized in collaboration with the Board of Trade by the Federation of British Carpet Manufacturers, the display will cover some 6,000 sq. ft. Mr. Mason will visit this event on September 14, when he will see an extensive range of woven carpets and rugs of both contemporary and traditional design.

Notes:

The Board of Trade are planning a special 'export targeting' exercise aimed at stimulating interest in exporting to Switzerland. A supplement to the *Export Service Bulletin* will be published in October containing reports on the Swiss market for six 'target' commodities; these are machine tools, electronic measuring recording and control equipment, medical and hospital equipment, furniture, men's outerwear and women's outerwear.

Mr. Roy Mason to open 'British Shopping Week' in Florence

MR. ROY MASON, Minister of State, Board of Trade, will open the 'British Shopping Week' in Florence on October 8. Other speakers at the opening ceremony will be On. Dante Graziosi, Under-Secretary at the Italian Ministry of Foreign Trade, Professor Piero Bargellini, Mayor of Florence, and Sir John Ward, British Ambassador at Rome.

At the conclusion of the opening ceremony at the Palazzo Vecchio, Mr. Mason will attend a second ceremony in the Piazza della Signoria where the national flags of Great Britain and Italy and the city flags of Florence and Edinburgh will be flown. Following this, he will be present at the opening of exhibitions of British books, china, sculpture, and an exhibition organized by the United Kingdom Atomic Energy Authority.

In the afternoon Mr. Mason will tour the main shopping area and will visit an exhibition organized by the National Wool Textile Export Corporation.

Note:

The 'British Shopping Week' in Florence (October 8 to 16) is a spontaneous venture initiated by the local Chamber of Commerce as a follow-up to the successful British Week in Milan last October. British goods will be sold by some 630 shops and a full supporting programme has been arranged.

Edinburgh, 'twin city' with Florence, will be represented by the Lord Provost and other members of the Corporation.

Postscript to Moscow exhibition

INFORMATION is now becoming available on the results of negotiations for sales of a wide range of products and services begun in Moscow during the British Industrial Exhibition (July 8-24).

Among the most interesting of these results is the announcement that a British firm, Anderston Clyde Engineers Ltd., have been told by Russian transport chiefs that they will be called in to advise when the ports of Leningrad and Odessa switch to containerized bulk handling shortly. The company have developed a container handling system claimed to be unique in both Britain and the United States. The managing director, Mr. L. R. Parker, was invited to lecture on containerization developments during the fair and was later asked by the Russian navy to give a lecture to their top personnel.

Another, very different, outcome of negotiations begun at the time of the fair is the award to Salts (Saltaire) Ltd., the Shipley wool spinners and manufacturers, of an order for worsted cloth worth £70,000. This is one of the largest orders ever placed by the Russian government for wool cloth from Britain. The firm are hopeful that the successful completion of this substantial order will lead to further business with the Soviet Union.

In the engineering field, the TI company, Charles Churchill and Co. Ltd., have now confirmed the sale of the range of gear processing machines which it exhibited on its stand. Including a wormwheel hobbing machine, the order will be worth £30,000.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page 583 of this issue.*)

Nine British firms exhibited on this combined stand at the exhibition held in conjunction with the 20th International Congress of Ophthalmology at Munich (August 14-19). The success of this joint venture with the Board of Trade underlined Britain's leading position as a manufacturer of ophthalmological equipment.

Exhibition of Ophthalmology in Munich

IN CONJUNCTION with the 20th International Congress of Ophthalmology held in Munich from August 14-19, 80 firms from nine different countries participated in a highly successful trade exhibition of instruments, equipment, and appliances for the diagnosis and treatment of eye disorders.

Nine British firms, the second largest foreign contingent after the United States with 16 exhibitors, showed their products on a combined stand jointly sponsored by the Board of Trade and the Guild of British Dispensing Opticians. This attractively designed stand was easily the most outstanding of the exhibition and there is no question that the considerable business impact achieved could not have been obtained by any one individual exhibitor.

That Britain occupies an important and respected position as a manufacturer of ophthalmological equipment was well underlined during the four days of the exhibition. Interpreters, engaged for the occasion, dealt with a constant flow of inquiries, and in terms of business done the British participation was an unqualified success. Everyone reported taking orders of varying size and from many different parts of the world: in some cases the actual exhibits were sold.

It was quite evident that in some sectors of ophthalmology the United Kingdom stands second to none. It was interesting to learn, for instance, that British contact lenses are considered to be the best in the world and that optical lens makers from Germany and America come to England for their glass. One British firm reported that 78 per cent of its total production of acrylic artificial eyes is exported, while the first European laser ophthalmoscope to be offered to the eye surgeon is also manufactured in England.

All the British firms expressed the feeling that the joint venture scheme had in no small measure contributed to the outstanding results achieved. In the opinion of the majority this was the best exhibition of its kind they had attended, and it was hoped that similar co-operation between the Board of Trade and the industry would be possible at similar events in the future.

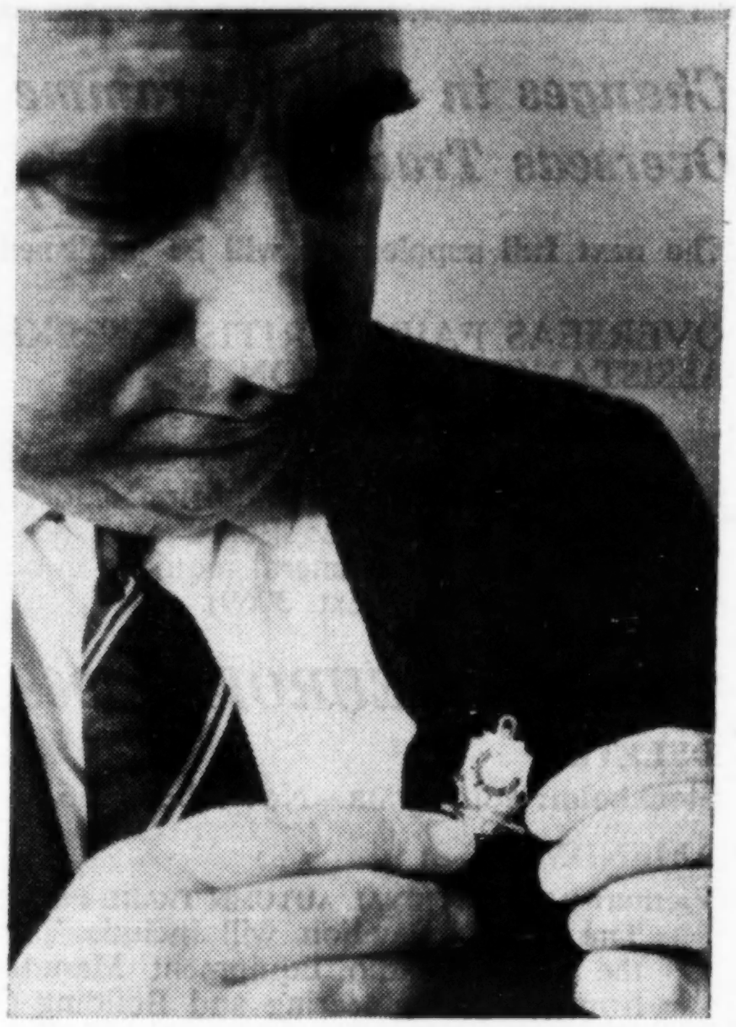
New style radio show

LAST week saw the Television and Radio Show 1966 held at Earls Court (August 22-26). This was a new style show, quite unlike the last, held in 1964. For the first time it was open to the trade only; for the first time it was organized as an international show; and for the first time the organizers were Industrial and Trade Fairs Ltd.

This complete change of policy has been the subject of some public criticism, but the harsh facts tell their own story. Public attendance at the 1962 show was 351,000. In 1964, when the next show was held, only 122,000 passed through the turnstiles. It would be hard to deny the industry the right to re-think its policy for the future, given this drastic fall off.

The form of the 1966 show was decided upon by a committee drawn from potential exhibitors and the final verdict upon the success or otherwise of the outcome of their deliberations will have to wait until the stands have been dismantled and the figures counted and assessed. Nobody as yet will hazard a guess as to what that verdict will be – even the possibility that the show will 'go public' again in 1967 is not ruled out. But first impressions seem to point to guarded optimism. At least one very large exhibitor has said that he never had it so good in the old, public days.

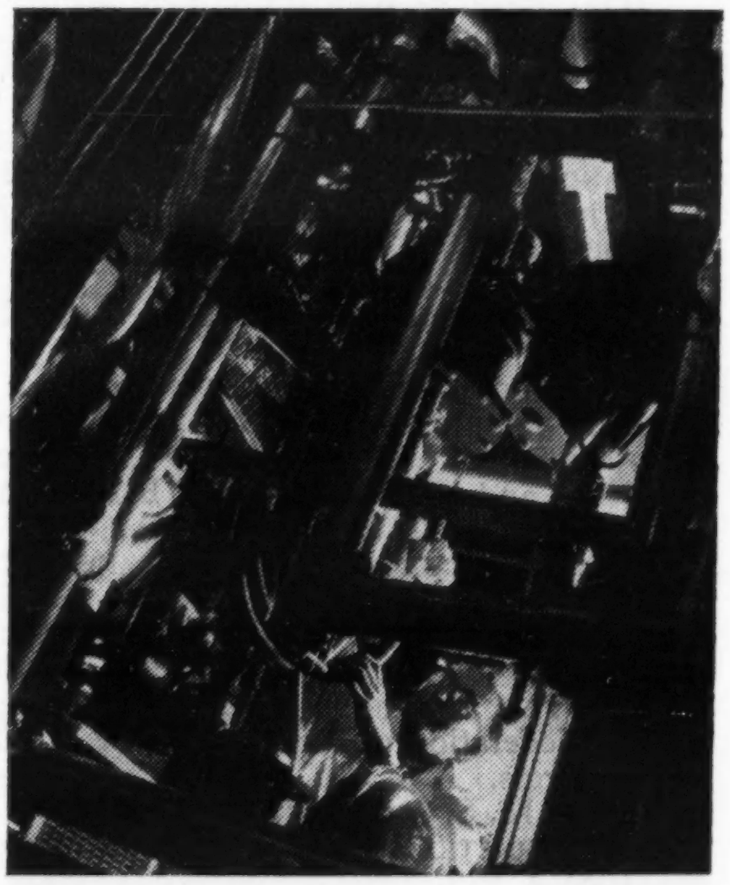
Attendance by visitors from overseas seems to have run at a satisfying level for a first-ever: final figures were not available at the time of going to press, but the count at closing time on the third day was 516 and there was general agreement that some worthwhile international business had been done.



Mr. L. R. Parker, managing director of Anderston Clyde Engineers Ltd., with the badge presented to him by the Russian navy when he lectured to them on world developments in containerization. His company have been told that they will be called in to advise on container handling at the ports of Leningrad and Odessa. (*See* Postscript to Moscow exhibition on opposite page).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of June 24.*



Britain is currently leading the world with the latest television transmitters for UHF (Ultra High Frequency) as used for the BBC2 network. This picture shows part of a UHF television transmitter during assembly in the Cambridge factory of Pye TVT Limited. The section illustrated is the vision and sound radio frequency combining filter.

Changes in the Programme of United Kingdom Trade Fairs and Exhibitions and Overseas Trade Promotions (Published on July 8, 1966)

The next full supplement will be published on November 4.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE — SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

WESTERN EUROPE—1966

DELETE:

Stockholm: AUDIO FAIR -- November 1966.

AMENDMENTS:

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 11-18, 1966.
The British Pavilion will include 'joint venture' displays by the British Radio Equipment Manufacturers' Association (5 firms), the Engineering and Building Centre, Birmingham (22 firms), the Dundee Chamber of Commerce (4 firms), and individual displays by 16 firms.
(Mrs. J. E. Buckley, Ext. 2782).

ADDITIONS:

Copenhagen: BRITISH SPRING 1967 FASHION COLLECTIONS – September 19-23, 1966.
A number of members of the British Fashion Export Group will be showing their Spring collections in the Palace Hotel in Copenhagen.
(Miss M. S. Jones, Ext. 2788).

WESTERN EUROPE—1967

AMENDMENTS:

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 23-26, 1967.
Joint ventures with the United Kingdom Cutlery and Silverware Association (8 firms), the Federation of British Hand Tool Manufacturers (14 firms), the Hardware Manufacturers' Association, the British Art Metal Manufacturers' Export Group, the British Electrical and Allied Manufacturers' Association, and the Federation of British Horticultural Exporters. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Frankfurt: INTERNATIONAL SPRING FAIR – February 26-March 2, 1967.
This entry should be amended to read:
Joint ventures with the British Stationery and Office Equipment Association, the Pianoforte Manufacturers' Association (7 firms) and the Federation of British Carpet Manufacturers.
(Mr. R. M. D. Ure, Ext. 2436).

Gothenburg: INTERNATIONAL SEA TRANSPORT EXHIBITION – April 1-9, 1967.
This entry should be amended to read:
Possible joint ventures with: (1) The Shipbuilding Conference. (2) The Hydraulic Equipment Manufacturers' Association. (3) Federation of Associations of Mechanical Handling Manufacturers.
(Miss M. S. Jones, Ext. 2788).

Paris: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – May 26-June 4, 1967.
Joint ventures with the Society of British Aerospace Companies and the Society of Environmental Engineers.
(Mr. R. J. Ager, Ext. 2783).

Stockholm: TECHNICAL FAIR – October 12-18, 1967.
This entry should be amended to read:
Possible joint ventures with: (1) The National Council of Building Material Producers; (2) The Mechanical Handling Engineers' Association. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

ADDITIONS:

Brussels: INTERNATIONAL BUILDING MATERIALS' AND ACCESSORIES' EXHIBITION (BATIMENT) – January 28-February 5, 1967.
A probable joint venture with the National Council of Building Material Producers.
(Mr. R. J. Ager, Ext. 2783).

Paris: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 7-12, 1967.
A probable joint venture with the Agricultural Engineers' Association.
(Mr. R. J. Ager, Ext. 2783).

Copenhagen: THE HARDWARE CONSUMERS' FAIR – April 1967.
Possible joint venture with the appropriate trade associations. Firms interested should contact their associations.
(Miss M. S. Jones, Ext. 2788).

Paris: WORLD DENTAL CONGRESS – July 7-13, 1967.
A joint venture with the Association of British Dental Traders (12 firms).
(Mr. R. J. Ager, Ext. 2783).

Copenhagen: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION AND INSTRUMENTS – October 13-22, 1967.
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

Gothenburg: 2ND INTERNATIONAL SCANPACK TRADE FAIR – October 19-25, 1967.
Possible joint venture with the appropriate trade associations. Firms wishing to exhibit should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Copenhagen: INTERNATIONAL TRADE FAIR – October 20-29, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

CANADA—1966

AMENDMENTS:

Montreal: DISPLAY BY THE LEATHER INSTITUTE – October 2-4, 1966
A joint venture with the British Leather Federation (15 firms).
(Mr. A. Fenton, Ext. 2786).

USA—1966

DELETE:

Chicago: SCREEN PROCESS PRINTING EXHIBITION – November 9-12, 1966.

AMENDMENT:

Cleveland: THE HIGBEE STORE PROMOTION – October 26-November 15, 1966.
This promotion will feature menswear from Britain and other countries. The London Buying House representing this store is Associated Merchandising Corporation, 62/64 Brook Street, London, W.1. (Tel. Mayfair 5266).
(Mr. R. A. Hillier, Ext. 2177).

ADDITIONS:

San Francisco: ROBERT KIRK LTD. –STORE PROMOTION – November 1966.

This promotion will feature British consumer goods and will take place in November.
(Mr. R. A. Hillier, Ext. 2177).

New York: FORTUNOFF'S STORE PROMOTION – November-December 1966.
This promotion will feature British consumer goods and will take place from the end November until the Christmas period.
(Mr. R. A. Hillier, Ext. 2177).

USA—1967

ADDITIONS:

New York: NATIONAL MOTOR BOAT SHOW – January 11-22, 1967.
A joint venture with the Ship and Boat Builders' National Federation. Firms interested in participation should contact the Federation.
(Mr. A. Fenton, Ext. 2786).

Chicago: 1ST INTERNATIONAL CONTRACT EXPOSITION AND CONGRESS (INTERCON 1) – March 20-22, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786).

Chicago: TOOL EXPOSITION (ASTME) – April 24-28, 1967.
Joint ventures with the Machine Tools Trade Association and the Gauge and Tool Makers' Association. Firms interested in participation should contact their associations.
(Mr. A. Fenton, Ext. 2786).

LATIN AMERICA—1966

ADDITION:

Guayaquil: FERIA EXPOSITION AGRICULTURAL – October 1966.
British Pavilion organized by the British Consulate.
(Mr. A. Fenton, Ext. 2786).

NEW ZEALAND—1967

AMENDMENT:

Wellington: THIRD INTERNATIONAL TRADE FAIR – August 17-September 2, 1967.
This entry should be amended to read:
The Board of Trade and the Committee for Exports to New Zealand are organizing a 'British Court' at the above event.
(Mrs. I. M. Janzen, Ext. 2489).

AFRICA—1966

AMENDMENT:

Addis Ababa: INTERNATIONAL EXHIBITION OF MEDICAL EQUIPMENT AND PHARMACEUTICALS – October 24-28, 1966.
This entry should be amended to read:
A joint venture with the Surgical Instrument Equipment and Appliance Export Group (10 firms).
(Miss M. S. Jones, Ext. 2788).

Amendments and Additions to Classified List of EXHIBITIONS AND FAIRS – Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries (Tel. Abbey 7877):

Germany	Ext. 3557
Luxembourg, Italy, Austria, Switzerland	Ext. 2782
Belgium, Netherlands, France	Ext. 2783
East Europe, Western Hemisphere	Ext. 3558
Scandinavia and the rest of the world	Ext. 2496
United Kingdom	Ext. 3008

Information can also be provided about other events, which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Amendments – 1967:

MUNICH: INTERNATIONAL HANDICRAFTS EXHIBITION.
The Board of Trade have been informed that this event will now take place from March 9-19, and not on the dates shown in previous issues of the *Board of Trade Journal*.

PARIS: INTERNATIONAL EXHIBITION FOR THE SAFETY AND THE PROTECTION OF PEOPLE AND GOODS (EUROPROTECTION).
The Board of Trade have been informed that this event will take place from May 13-22.

PARIS: INTERNATIONAL MATERIALS HANDLING EXHIBITION.
The Board of Trade have been informed that this event will take place from May 19-28.

COLOGNE: INTERNATIONAL CIVIL DEFENCE EXHIBITION – June 3-11.
The Board of Trade have been informed that this event has been postponed indefinitely. Details of revised dates will be published as soon as known.

PARIS: INTERNATIONAL RADIO AND TELEVISION EXHIBITION.
The Board of Trade have been informed that this event will take place from September 1-10.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR.
The Board of Trade have been informed that this event will now take place from September 7-9, and not on the dates shown in previous issues of the *Board of Trade Journal*.

BRUSSELS: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION – September.
This exhibition is held biennially.
Inquiries should be addressed to The Building Exhibition, 11 Manchester Square, London, W.1 (Tel. Hunter 1951) and not as previously shown in the *Board of Trade Journal*.

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT).
The Board of Trade have been informed that this event will take place from November 23-December 3.

Additions – 1967:

AMSTERDAM: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January 9-12.
* Apply, R.A.I. Gebouw N. V., International Tentoonstellingscentrum, Europaplein 8, Amsterdam.

PARIS: INTERNATIONAL LIGHTING EXHIBITION – January 20-25.
* Apply, Commissariat General, Salon du Luminaire, 22 Avenue Franklin Roosevelt, Paris 8 eme.

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 4-19.
* Apply, The President, Fiera Internazionale della Sardegna, Quartiere Fieristico, Viala A. Diaz, Cagliari, Sardinia.

VICENZA: INTERNATIONAL CERAMICS EXHIBITION – March 5-12.
* Apply, Ente Fiera di Vicenza, Centra Mure Porta Nova 3, Vicenza.

GOTHENBURG: HOTEL AND RESTAURANT EXHIBITION – March 15-18.
Apply, Inge Erichs, Sveriges Hotel-Och, Restaurangutstalling, Box 4034, Baltzarsgatan 32, Malmo 4.

TOULOUSE: INTERNATIONAL TRADE FAIR – April 13-24.
* Apply, M. Lacassagne, President Toulouse International Trade Fair, Palais de la Foire, Toulouse (Haute-Garonne).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHES – April 15-20.
* Apply, Salon International du Prêt-a-Porter Feminin, 23 Rue Notre-Dame-Des-Victories, Paris, 2e.

UTRECHT: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK) – April 19-26.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL FAIR – May 13-25.
* Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, S.W.7. (Tel. Knightsbridge 9628).

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May 25-June 4.
* Apply, Foire International de Luxembourg, Halls d'Exposition, Luxembourg.

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

COPENHAGEN: INTERNATIONAL MACHINERY CONSTRUCTION TRADE FAIR – June 1-7.
Apply, Secretariat E67, Bella Centret – Rvidkildevg 64 Copenhagen F, Denmark.

During a visit to Crossley's Carpet Works in Halifax, Miss Michiko Takagi, a representative of the Consumers' Life Research Institute, Tokyo, gives the 'toe test' to a carpet square produced especially for the Japanese market. Watching her from left to right: Mrs. Mamiko Kawasaki, principal of a private institute teaching home management; Mrs. Setsuko Suetsugu, Yomiuri Television System, Osaka, Mrs. Hatsuko Okamoto of the 'Mainichi Shimbun' of Tokyo and Mr. J. R. Hone, assistant export sales manager, John Crossley and Sons Ltd.

SECTION II, *continued*

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION – June 18-23.
* Apply, Commissaire General, 32 rue de Paradis, Paris, 10e.

JONKOPING (SWEDEN): EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA 67) – June.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

ANCONA: INTERNATIONAL FISHING FAIR – June-July.
* Apply, The Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

BESANCON: INTERNATIONAL CLOCK AND WATCHMAKING INDUSTRY EXHIBITION – September 2-11.
* Apply, Commisariat General, Salon International de l'Horlogerie, 54 Grand-Rue, Besancon.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 8-13.
* Apply, Conseil National du Cuir, 2 rue Edouard VII, Paris, 9e.

PARIS: INTERNATIONAL CONFECTIONERY EXHIBITION (INTERSUC) – September 9-13.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

PARIS: INTERNATIONAL PROFESSIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – September 23-25.
* Apply, M. Dayne, 15 rue de la Paix, Paris, 2e. (Tel. 742.24.60).

PARIS: INTERNATIONAL RETAIL TRADES EQUIPMENT SHOW – October 1-9.
* Apply, Salon de l'Equipement des Commerces, 42 rue du Louvre, Paris, 1.

PARIS: INTERNATIONAL MOTOR, CYCLE, MOTORCYCLE AND SPORTS EXHIBITION – October 5-15.
* Apply, Commissaire General, 34 Boulevard Hausemann, Paris, 9e.

LYONS: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 7-10.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – October 12-21.
* Apply, Salon de l'Equipement de Bureau, 61 Place de Valois, Paris, 1 er.

PARIS: INTERNATIONAL HOTEL AND CATERING EXHIBITION – October 12-23.
* Apply, M. Willard, 13 Rue de Leige, Paris, 9e.

STOCKHOLM: EXHIBITION FOR WATER, VENTILATION AND SANITARY EQUIPMENT (V.V.S. AKTUELLT 67) – October 31-November 3.
Apply, Wall-Horgen Kass-Service AB Sturegatan 8, Stockholm 0.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHES – November 4-9.
* Apply, Salon International du Prêt-a-Porter Feminin, 23 Rue Notre-Dame-Des-Victories, Paris 2e.

PARIS: INTERNATIONAL LAUNDRY, DYEING AND CLEANING EXHIBITION – November 24-December 4.
† Apply, Commissaire General, 80 Boulevard Malesherbes, Paris, 8e.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1966:

ALGIERS: 3RD INTERNATIONAL TRADE FAIR.
The Board of Trade have been informed that this event will now take place from September 16 to October 1 and not on the dates shown in previous issues of the *Board of Trade Journal*.

Additions – 1966:

NEW YORK: 21ST ANNUAL INTERNATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE & EXHIBITION – October 24-27, 1966.
Apply, P.H.P. International (U.K. Associates) Ltd., 18 Queenberry Place, London, (Tel. Kensington 1700).

NAIROBI: RADIO AND ELECTRONIC SHOW – November 16-19.
Apply, East African Institute of Engineers, Electronics Group, City Hall, Nairobi.

NEW YORK: INTERNATIONAL AVIATION AND AEROSPACE EXPOSITION – December 3-11.
Apply, P.H.P. International (U.K. Associates) Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Additions – 1967:

HONG KONG: 24TH EXHIBITION OF HONG KONG PRODUCTS – December 6- January 10.
Will firms interested please contact their agents in Hong Kong.

TORONTO: INTERNATIONAL ELECTRONICS CONFERENCE AND EXPOSITION – September 25-27.
Apply, Clemens G. Blanke, Esq., Exhibits Manager, International Electronics Conference, 1819 Yonge Street, Toronto 7, Canada.

Delete – 1967:

NEW YORK: 21ST ANNUAL INTERNATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – October 24-27.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendment – 1967:

British Fashion Weeks will be held from April 10-May 31, 1967, and not April 10-31 as shown in the *Board of Trade Journal* of August 5.

Additions – 1967:

LONDON: NATIONAL CONTRACT FURNISHING & INTERIOR DECOR EXHIBITION – January 10-13, At RHS Halls, S.W.1.
Apply, Westbourne Exhibitions Ltd., Crown House, Morden, Surrey. (Tel (01) 540 1101).

BLACKPOOL: SLIPPER FAIR – January 16-19. At Imperial Hotel.
* Apply, Shoe & Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2. (Tel. Shoreditch 2071).

BRIGHTON: SMALLWARES TRADE FAIR – February 27-March 2. At Metropole Exhibition Hall.
* Apply, Trade & Technical Exhibitions Ltd., 1 Dorset Bulidings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

LONDON: INTERNATIONAL LEATHER & COMPONENTS FAIR – May 22-25. At Alexandra Palace, N.22.
* Apply, Shoe & Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2. (Tel. Shoreditch 2071).

Additions – 1968:

LONDON: INTERNATIONAL ELECTRICAL ENGINEERS (ASEE) EXHIBITION – March 27-April 3. At Earls Court.
* Apply, Electrical Engineers (ASEE) Ltd., 6 Museum House, 25 Museum Street, London, W.C.1. (Tel, Museum 3450).

LONDON: BREWING, BOTTLING & ALLIED TRADE EXHIBITION – April 20-26. At Earls Court.
* Apply, Trades' Markets' & Exhibitions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.2. (Tel. Chancery 9011).

LONDON: SHOPSHOW INTERNATIONAL – April 22-25. At Earls Court.
* Apply, Trade & Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

LONDON: MEAT INDUSTRY EXHIBITION – April 22-25. At Earls Court.
* Apply, Trade & Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

LONDON: INTERNATIONAL CLOTHING TRADE EXHIBITION – April 23-27.
* Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

LONDON: MECHANICAL HANDLING EXHIBITION – May 14-24. At Earls Court.
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Members of Fisher & Ludlow Ltd., pose by a Fisholow Vendor about to be loaded for shipment overland to the Hanover Trade Fair. From left to right are Mr. H. Harding, despatch foreman Vending Division, Mr. M. Blakemore, driver, Mr. P. R. J. Ford, export representative, Mr. D. A. Brodie, export executive. The machine is a Junior Six Hot Beverage Vendor.

Overseas Trade and Exports

Double taxation relief—New Zealand

AN ORDER in Council relating to the Double Taxation Agreement with New Zealand was made on August 11, 1966, and has now been published as Statutory Instrument 1966 No. 1020.

Hints to businessmen visiting Thailand and the Middle East

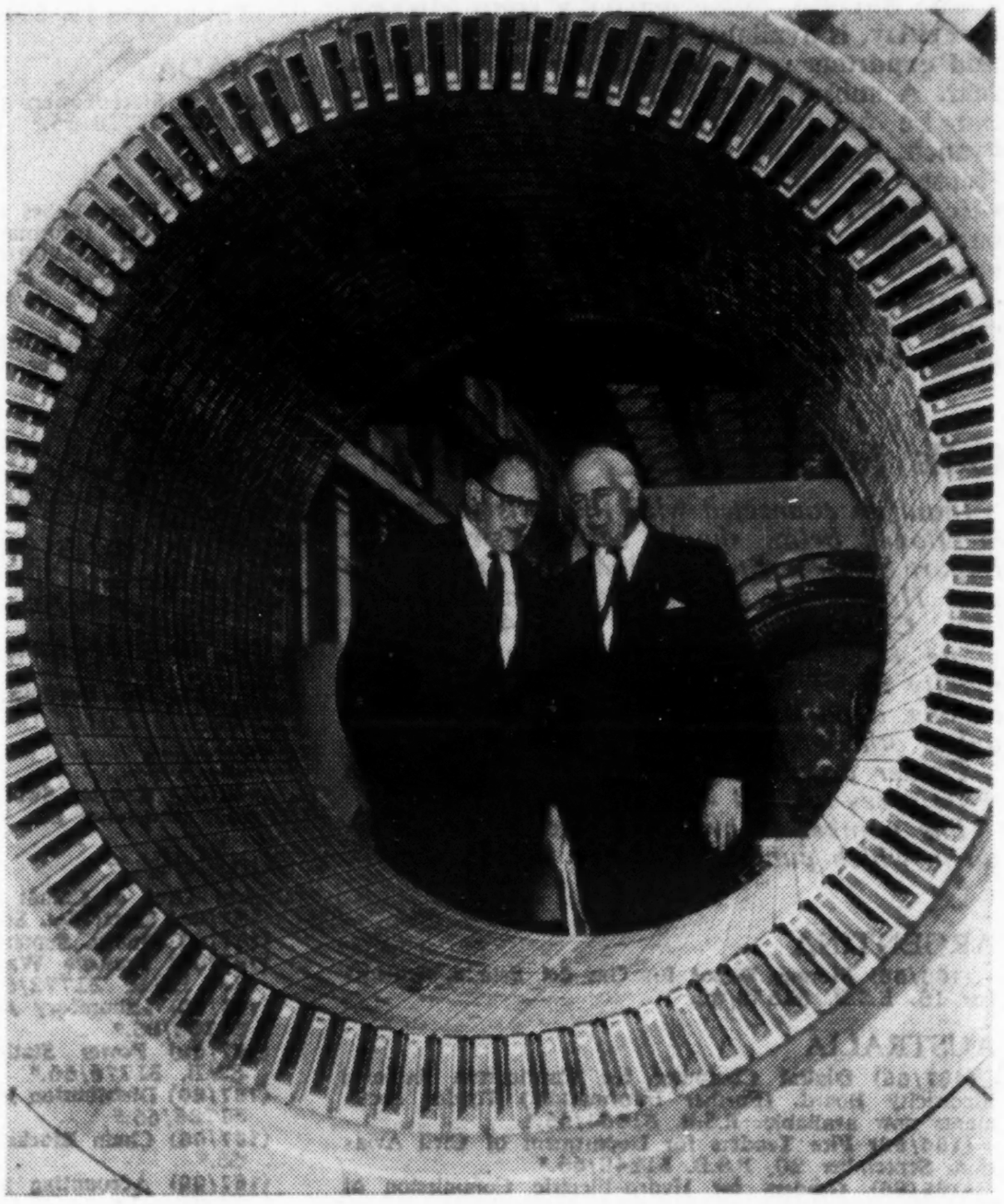
A REVISED edition of the booklet on Thailand has been published in the 'Hints to Business Men' series.

The booklet on Kuwait, The Gulf States and Muscat and Oman has been revised and published as two separate issues in the 'Hints to Business Men' series. The titles of the booklets are 'Kuwait' and 'The Lower Gulf States' (covering Bahrain, Qatar, The Trucial States, and Muscat and Oman).

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

'British-American Trade News' celebrates 2nd birthday

TWO YEARS AGO the British-American Chamber of Commerce in New York embarked on an ambitious project: to publish a lively, newsy quarterly magazine containing features devoted to the promotion of Anglo-American trade; in particular, highlighting successes achieved by the small or medium-sized manufacturer first entering the United States market. Approximately 4,000 copies are distributed to Chamber members and other firms interested in Anglo-American trading. The magazine is financed through its advertising revenue plus a subsidy provided by the Chamber. Further details with reference to advertising and editorial content can be obtained by writing to: The British-American Chamber of Commerce, 1 Rockefeller Plaza, New York, New York 10020.



Mr. E. B. Mackenzie, general manager of the New Zealand Electricity Department (left) is seen inspecting a stator of a generator during a recent visit he made to the Brush Electrical Engineering Co. at Loughborough. With him is Mr. H. T. Price, chief construction engineer in Brush's Rotating Machine Division. Mr. Mackenzie is on an eight-week visit to Britain.

Robert Hough

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433, Telex 25977. Answer back: Bothillgate, Ldn.) Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ARGENTINA

(163/66) Storage Depot for Gas del Estado. September 15. E.S.B. 31638/66.

AUSTRALIA

(167/66) Digital Computer for Capricornia Regional Electricity Board. (Further Information.) Tender documents now available. E.S.B. 31664/66.*

(164/66) Fire Tenders for Department of Civil Aviation. September 20. E.S.B. 31249/66.*

(166/66) Graders for Hydro-Electric Commission of Tasmania. September 19. E.S.B. 31694/66.*

(164/66) Container Berths for New South Wales Maritime Services Board. (Advance Information.) Closing date not known. E.S.B. 31616/66.

(165/66) Diesel Locomotives for Queensland State Government Railways. September 26. E.S.B. 31665/66.

BURMA

Myanma Export-Import Corporation:

(163/66) Flexible Hose Fittings. September 20. E.S.B. 31274/66.*

(163/66) Hardware. September 24. E.S.B. 31276/66.*

(164/66) Hexagonal Nuts. September 24. E.S.B. 31614/66.*

(163/66) Washers and Window Pane Holders. October 5. E.S.B. 31272/66.*

(163/66) Steel Wire. September 17. E.S.B. 31277/66.*

(163/66) Coal Tar. September 17. E.S.B. 31279/66.*

(163/66) Pile Driving Plant. October 10. E.S.B. 31280/66.*

(163/66) Low Bed Loaders. October 10. E.S.B. 31612/66.*

(163/66) Washers. September 24. E.S.B. 31615/66.*

CANADA

(167/66) Steel Towers for Manitoba Hydro. September 27. E.S.B. 31788/66.*

CEYLON

(167/66) Tyres, Tubes and Flaps for Ceylon Transport Board. (Further Information.) Tender documents now available. E.S.B. 31209/66.*

(164/66) Paper for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 29413/66.*

(167/66) Pharmaceuticals and Medical Equipment for Municipal Commissioner, Colombo. September 29. E.S.B. 31798/66.

ECUADOR

(164/66) Asbestos-Cement Pipe and Fittings for Guayaquil Water Board. October 10. E.S.B. 30975/66.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(165/66) Chasers, Drills, etc. September 27. E.S.B. 31669/66.

(165/66) Electric Lamps. September 26. E.S.B. 31667/66.

(165/66) Ball Bearings. September 26. E.S.B. 31668/66.

ETHIOPIA

(164/66) Runway Sweepers for Civil Aviation Administration. September 20. E.S.B. 31655/66.

FORMOSA

Central Trust of China:

(167/66) Electrodes. September 23. E.S.B. 31771/66.*

(167/66) Pump. September 22. E.S.B. 31773/66.*

(167/66) Pressure Washer; Tank Fittings. September 26. E.S.B. 31772/66.*

(167/66) Laboratory Apparatus. September 21. E.S.B. 31782/66.*

(167/66) Power Station Equipment. September 24. E.S.B. 31776/66.*

(167/66) Distribution Fuse Links. September 21. E.S.B. 31786/66.*

(167/66) Chain Blocks. September 23. E.S.B. 31779/66.*

(167/66) Accounting Machines. September 24. E.S.B. 31780/66.*

(167/66) Calcium Phosphate. September 22. E.S.B. 31774/66.*

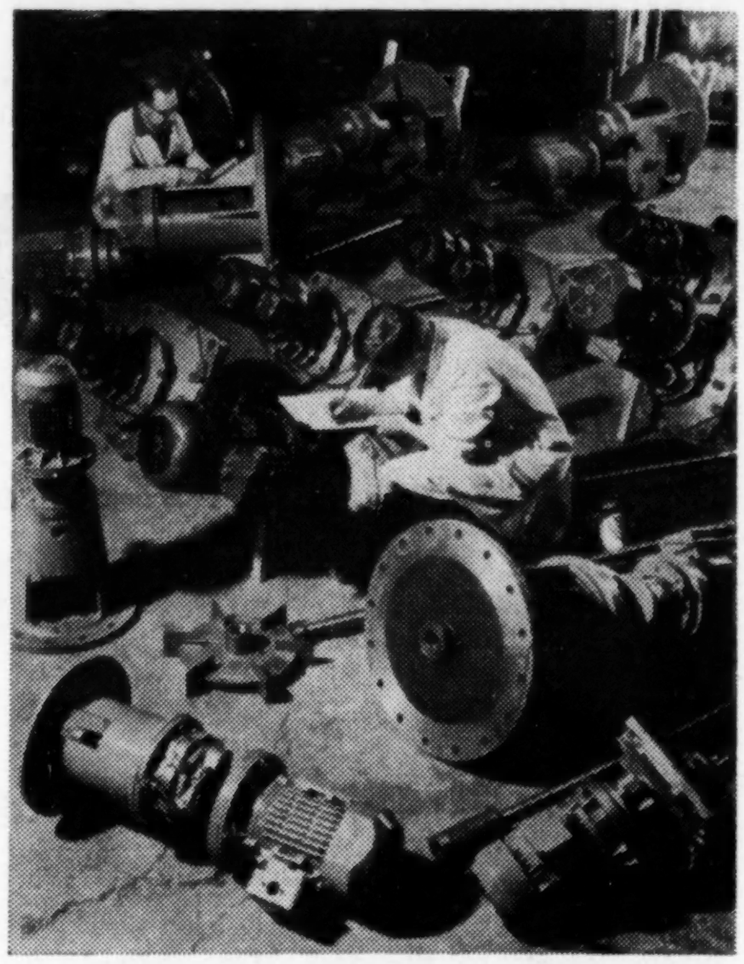
(167/66) Stainless Steel Pipes, etc. September 24. E.S.B. 31775/66.*

GREECE

Institute of Social Insurance:

(164/66) Pharmaceuticals. September 20. E.S.B. 31658/66.*

(164/66) Surgical Instruments. September 20. E.S.B. 31659/66.*



Final inspection of a batch of mixers at the Greenhithe works of Kestner Evaporator and Engineering Co. Ltd. The mixers, of propeller turbine and paddle type and ranging from ½ to 10 hp, are for a new plant in China to be constructed by Courtaulds Engineering Ltd.

(167/66) Typographic Machinery for Ministry of Commerce. September 21. E.S.B. 31730/66.*

(164/66) Machine Tools; Measuring Equipment for Ministry of Trade. (Further Information.) E.S.B. 15191/65.*

HONG KONG

(167/66) Teletherapy Unit for Hong Kong Government. September 23. E.S.B. 31740/66.*

INDIA

(164/66) Control Panels for Damodar Valley Corporation. (Further Information.) Closing date postponed to September 24. E.S.B. 26253/66.

Director-General of Supplies and Disposals:

(166/66) Pig Lead. October 14. E.S.B. 31687/66.*

(166/66) Tin Ingots. (Further Information.) Tender documents now available. E.S.B. 30969/66.*

(165/66) Furnace Plant for Hindustan Aeronautics Ltd. September 21. E.S.B. 31683/66.

(166/66) Cranes for Hydel Designs Directorate. October 17. E.S.B. 31686/66.

(164/66) Demineralising Plant for Madras State Electricity Board. (Further Information.) E.S.B. 30435/66.

(165/66) Electrical Equipment for Maharashtra State Electricity Board. October 6. E.S.B. 31684/66.

(166/66) Water Treatment Plant for Municipal Commissioner for Greater Bombay. (Further Information.) Closing date postponed to October 27. E.S.B. 29312/66.

(166/66) Traction Sub-stations for Railway Electrification. November 1. E.S.B. 31724/66.

IRAN

(166/66) Tarpaulin for Imperial Iranian Land Forces. Closing date not known. E.S.B. 31689/66.

Iranian Factories Corporation:

(166/66) Sugar Moulds. October 4. E.S.B. 31690/66.*

(166/66) Steel Tubes. October 3. E.S.B. 31691/66.*

(*Continued on page 595*)

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IRAQ

(166/66) Construction of Bank Building for Central Bank of Iraq. November 30. E.S.B. 31728/66.
(166/66) Sterilizers for Central Foreign Purchasing Board. (Further Information.) Tender documents now available. E.S.B. 30916/66.*
(163/66) Water Supply Scheme for Directorate-General of Projects. October 18. E.S.B. 31631/66.
Iraqi Ports Administration:
(166/66) Cables and Electrical Materials. September 15. E.S.B. 31725/66.
(166/66) Street Lighting Fittings. September 22. E.S.B. 31726/66.
(166/66) Lamps. September 15. E.S.B. 31727/66.
(166/66) Workshop Equipment for Ministry of Communications. (Further Information.) E.S.B. 30498/66.*
Ministry of Municipalities and Works:
(164/66) Water Supply Scheme. (Further Information.) E.S.B. 30451/66.*
(164/66) Switching Stations. (Further Information.) E.S.B. 30476/66.*
(164/66) Water Supply Scheme. (Further Information.) E.S.B. 30452/66.*
(164/66) Elevated Service Tank. (Further Information.) E.S.B. 30475/66.*

IRISH REPUBLIC

(167/66) Abattoir for Corporation of Limerick. October 11. E.S.B. 31739/66.

JORDAN

(164/66) Tinplate Waste for Industrial, Commercial and Agricultural Company Ltd. September 15. E.S.B. 31630/66.*

KOREA

(164/66) Silk Manufacturing Equipment for Office of Supply. September 20. E.S.B. 31299/66.*

MALTA

Director of Contracts:
(164/66) Pumps. September 28. E.S.B. 31657/66.*
(164/66) Foam Mattresses. September 28. E.S.B. 31663/66.
(166/66) Latex Foam Pillows. September 28. E.S.B. 31737/66.*
(166/66) Bedsteads. September 28. E.S.B. 31736/66.*
(167/66) Water Softening Plant for Treasury. September 28. E.S.B. 31746/66.*

MALAYSIA

Ministry of Defence:
(166/66) Miscellaneous Equipment. September 16. E.S.B. 31733/66.
(166/66) Handling Equipment. September 16. E.S.B. 31734/66.

NEW ZEALAND

(163/66) Pole Hole Digger for Christchurch City Council. September 20. E.S.B. 31254/66.*
General Post Office, Wellington:
(167/66) Plastics Sheets and Rods. September 26. E.S.B. 31710/66.*
(167/66) Crystal Holders and Blanks. September 22. E.S.B. 31789/66.*
(165/66) Split Pins. September 21. E.S.B. 31888/66.*

SINGAPORE, REPUBLIC OF

(165/66) Catgut and Sutures for Government Pharmaceutical Laboratory and Store. September 16. E.S.B. 31692/66.*
Singapore Polytechnic:
(167/66) Testing Laboratory Equipment. October 15. E.S.B. 31757/66.*
(167/66) Oscilloscope. October 15. E.S.B. 31758/66.*

SOUTH AFRICA

(167/66) Electro-Encephalograph for Natal Provincial Administration. September 14. E.S.B. 31800/66.*
State Tender Board:
(166/66) Veterinary Appliances. September 15. E.S.B. 31675/66.*
(166/66) Technical Drawing Office Equipment. September 16. E.S.B. 31672/66.*
(166/66) Sheet Steel. September 15. E.S.B. 31677/66.*
(166/66) Electrical Cable. September 29. E.S.B. 31676/66.*
(166/66) Drawing Office Equipment. September 22. E.S.B. 31680/66.*
(166/66) Agricultural Research Equipment. September 22. E.S.B. 31671/66.*
(166/66) Contractors and Generator September 14. E.S.B. 31674/66.*
(166/66) Tool Steel. September 14. E.S.B. 31678/66.*
(166/66) Cylinder Dehydrator Plugs. September 15. E.S.B. 31679/66.*
Transvaal Provincial Tender Board:
(163/66) Water Colour Boxes. September 16. E.S.B. 31283/66.*
(163/66) Scissors. September 16. E.S.B. 31284/66.*
(166/66) Refraction Unit. September 16. E.S.B. 31681/66.*
(166/66) Test Charts and Keratometer. September 16. E.S.B. 31682/66.*

SUDAN

(166/66) Steel Pipe for Ministry of Works. September 21. E.S.B. 31703/66.*
Sudan Railways:
(164/66) Liquid Gas Appliance. September 20. E.S.B. 31645/66.*
(165/66) Lathe. October 13. E.S.B. 31698/66.*
(166/66) Band Sawing Machine. September 28. E.S.B. 31697/66.
(166/66) Refrigerators. September 27. E.S.B. 31696/66.*
(166/66) Overhead Travelling Crane. October 17. E.S.B. 31708/66.*

SYRIAN ARAB REPUBLIC

(163/66) Ambulances for Syrian Arab Air Force. September 24. E.S.B. 31606/66.

THAILAND

National Economic Development Corporation Ltd.:
(163/66) Flake Sulphur. October 10. E.S.B. 31647/66.
(163/66) Soda Ash. October 11. E.S.B. 31648/66.
State Railway of Thailand:
(163/66) Electric Motors. October 3. E.S.B. 30945/66.
(166/66) Steel Axles. October 12. E.S.B. 31720/66.
(166/66) Steel Superstructures. December 14. E.S.B. 31721/66.
(166/66) Steel Axles. October 10. E.S.B. 31715/66.

URUGUAY

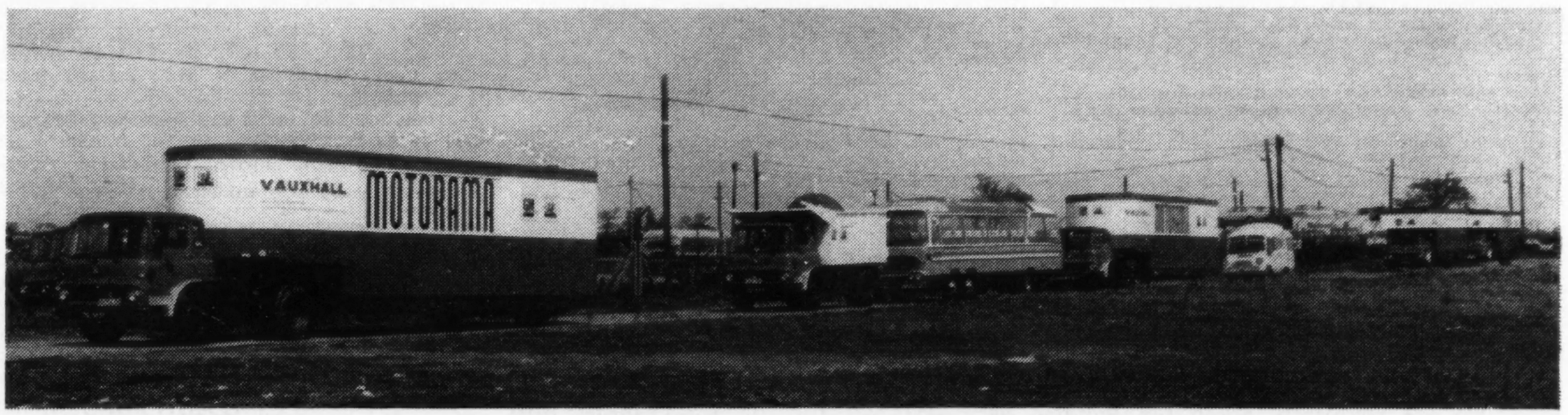
(163/66) Hardwood Sleepers for A.F.E. (State Railways). September 15. E.S.B. 31288/66.
(167/66) Petrol Tanks for A.N.C.A.P. (State Oil and Alcohol Monopoly). September 29. E.S.B. 32235/66.

An unusual and substantial export order to Canada has been won by Mr. Kenneth T. Wild, managing director of Royal Albert Bone China (Thos. C. Wild & Sons Ltd.). It consists of a special design of bone china tableware based on the 'Centennial Rose' – and is for Canada's Centennial Year – 1967. Centennial Rose has been specially grown to commemorate the occasion of the Dominion of Canada being 100 years old. Deliveries are leaving the factory now in a complete open stock range, together with matching 'Royal Albert' Florals and will be on sale in Canada in good time for Centennial Year celebrations.

(167/66) Cardboard Cutting Machine for Camara de Representantes. September 29. E.S.B. 32234/66.

ZAMBIA

Central Supply and Tender Board:
(164/66) Concentrated Extracts and Solutions. September 16. E.S.B. 31620/66.*
(164/66) Tents. September 16. E.S.B. 31624/66.*
(164/66) Dried Milk Powder. September 16. E.S.B. 31623/66.*
(164/66) Antiseptics. September 16. E.S.B. 31621/66.*
(164/66) Polythene Piping. September 16. E.S.B. 31622/66.*
(167/66) Galenicals and Medicines. September 23. E.S.B. 32229/66.*



'Vauxhall Motorama' – a convoy of Bedford trucks carrying what is claimed to be the biggest export promotion of its kind ever mounted by a British motor manufacturer, is seen moving off to a staging area. Motorama has been touring the Benelux countries for the past three months and will spend the next three years travelling through many countries publicizing Vauxhall and Bedford products.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of overseas inquiries for British products, agencies, export opportunities, market surveys, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

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Copies of those issues, which contain further details of the following items, can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

The number in brackets indicates the Bulletin in which the inquiry appeared. This number, the country and commodity should be quoted in all inquiries. (Telephone inquiries to City 5757, Ext. 427).

Australia
(165/66) Agency inquiry for rollers. E.S.B. 31895/66.
(167/66) Inquiry for bathing caps. E.S.B. 32038/66.

Austria
(163/66) Inquiry for chrome-plated fittings; valves; ventilators. E.S.B. 31186/66.

Barbados
(164/66) Inquiry for banners. E.S.B. 29667/66.

Bolivia
(164/66) Inquiry for bicycles. E.S.B. 30864/66.
(166/66) Inquiry for office furniture and equipment. E.S.B. 32004/66.

Britain/Italy
(167/66) Import quotas.

Canada
(165/66) Agency inquiry for industrial chemicals and materials. E.S.B. 31573/66.
(164/66) Inquiry for lathes. E.S.B. 30271/66.
(164/66) Inquiry for women's gowns. E.S.B. 26421/66.

Cyprus
(165/66) Inquiry for imitation jewellery; knitwear; pram sets; baby shawls etc.; rainwear; underwear. E.S.B. 24416/66.
(166/66) Inquiry for light fittings; wooden furniture. E.S.B. 31509/66.

France
(166/66) Agency inquiry for drawing articles. E.S.B. 31950/66.
(163/66) Inquiry for oil cloths. E.S.B. 31473/66.
(166/66) Inquiry in respect of perambulators and pushchairs and chairs; sports good. E.S.B. 31184/66.
(167/66) Manufacture under licence in Britain - lingerie; nightwear. E.S.B. 25841/66.

France/Irish Republic
(165/66) Trade Agreement. C.R.E. 5866/G.

France/Sweden
(165/66) Trade Agreement. C.R.E. 6483/G.

Germany, Federal Republic of
(167/66) Agency inquiry for carpets. (E.S.B. 32108/66.
(165/66) Inquiry for footwear; giftware. E.S.B 26881/66.
(166/66) Inquiry for carpeting. E.S.B. 32105/66.
(166/66) Inquiry for horses. E.S.B. 32104/66.

Greece
(166/66) Agency inquiry for foodstuffs; poultry eggs; installations and supplies. E.S.B. 32094/66.

Hong Kong
(165/66) Inquiry in respect of building contractors; building systems; machinery; port handling equipment. E.S.B. 18804/65.

Iceland
(166/66) Goods shipped on C.A.D. terms.

India
(164/66) Inquiry for gas cylinder manufacturing plant. E.S.B. 25859/66.
(165/66) Inquiry for sealing presses. E.S.B. 10290/66.

Iran
(163/66) Inquiry for car battery materials. E.S.B. 31079/66.

Israel
(163/66) Agency inquiry for knitted fabrics. E.S.B. 15254/66.
(164/66) Agency inquiry for porcelain bodies and insulators. E.S.B. 28141/66.
(166/66) Agency inquiry for domestic electrical appliances; photographic goods; television receivers and transistors. E.S.B. 31948/66.
(166/66) Agency inquiry for garage equipment. E.S.B. 31991/66.
(165/66) Inquiry for gymnasium and sports equipment. E.S.B. 31962/66.

Italy
(164/66) Inquiry for permanent magnets. (E.S.B. 31479/66.
(165/66) Inquiry for balms; medicated dressings; ointments - (further information). E.S.B. 28207/66.

Jordan
(163/66) Inquiry for flour milling plant. E.S.B. 31173/66.

Kenya
(164/66) Agency inquiry for agricultural equipment; building materials and hardware; dairy equipment; fertilizers and insecticides; motor car spares and accessories. E.S.B. 31436/66.

Lebanon
(163/66) Agency inquiry for plastic flowers. E.S.B. 31425/66.

Malawi
(165/66) Inquiry for clothing; cycles and parts; footwear; piece-goods. E.S.B. 29781/66.

Malaysia
(166/66) Inquiry for steel sheet galvanizing plant; steel rolling mill. E.S.B. 32014/66.

New Zealand
(163/66) Agency inquiry for pharmaceutical products. E.S.B. 31582/66.
(167/66) Agency inquiry for hydraulic equipment. E.S.B. 32154/66.
(164/66) Manufacture under licence - light engineering products. E.S.B. 31378/66.

North America
(166/66) Store buyers visits. E.S.B. 2519/66.

Pakistan
(164/66) Inquiry for chemicals; pharmaceuticals. E.S.B. 31514/66.
(165/66) Inquiry for pigments. E.S.B. 31324/66.
(166/6) Inquiry for metals, plastic raw materials; sheet rolling mill. E.S.B. 31813/66.
(166/66) Inquiry in respect of machine tools; workshop equipment. E.S.B. 31025/66.
(167/66) Inquiry for agricultural chemicals; agricultural plant protection equipment. E.S.B. 31540/66.

South Africa
(166/66) Agency inquiry for aquatic sports goods; diving equipment. E.S.B. 32020/66.
(166/66) Agency inquiry for art prints; cafe equipment; hotel furniture; office furniture; wallpapers. E.S.B. 30753/66.
(166/66) Manufacture under licence - weigh-batching equipment. E.S.B. 31926/66.
(167/66) Manufacture under licence - injection apparatus; injectibles. E.S.B. 31947/66.

Switzerland
(164/66) Agency inquiry for insulating slabs; thermoplastic raw material. E.S.B. 31044/66.
(164/66) Agency inquiry for man-made fibres; wool; yarns. E.S.B. 31824/66.
(165/66) Inquiry for automatic sealing machines. E.S.B. 22333/66.
(166/66) Inquiry for artificial leathers; plastic products. E.S.B. 32041/66.

Turkey
(163/66) Agency inquiry for yarn manufacturing machinery. E.S.B. 31551/66.
(166/66) Agency inquiry for compressors; drills and drilling machines; petroleum machinery and equipment; pumps and spares. E.S.B. 31966/66.

Uganda
(164/66) Inquiry for carpets; furnishings; household linen; light fittings; woodworking machinery. E.S.B. 30338/66.
(164/66) Inquiry for stripping and shelling machine. E.S.B. 28450/66.

United States of America
(163/66) Inquiry for brass sheet and coil stock. E.S.B. 31363/66.
(164/66) Inquiry for hardware. E.S.B. 45251/65.
(164/66) Inquiry for heating elements. E.S.B. 31125/6.
(164/66) Inquiry for saddles. E.S.B. 31108/66.

U.S.S.R.
(166/66) Inquiry for engines; marine equipment. E.S.B. 30365/66.

Various Countries
(167/66) Visits by British overseas commercial representatives. E.S.B. 6865/66.

Yugoslavia
(164/66) Inquiry for agricultural machinery. E.S.B. 31411/66.
(165/66) Amendments to law on Foreign Trade. C.R.E. 6189/G.

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Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Farm machinery exports

Among orders despatched from Ipswich by Ransomes Sims & Jefferies Ltd. recently was one from the Government of Iraq for farm machinery to the value of £90,000, secured in the face of stiff competition from overseas manufacturers.

Other recent orders received from Iran, Thailand, South Africa and Spain total £144,000. Implements to be supplied include disc ploughs and harrows specially designed for export markets.

AEI control equipment for Czech tyre factory

Simon Handling Engineers Ltd., of Stockport, a member company of Simon Engineering and main contractors for a new tyre factory to be erected at Otrokovice, Czechoslovakia, have ordered automatic control equipment, valued at £170,000, from Associated Electrical Industries Ltd.

Included in the equipment are three contactor starters for 6 kV motors, the largest being a 2,500 hp synchronous machine, together with 25 control boards which will have a total length of 170 feet.

The proportioning and process control of the rubber mixing will be initiated by punched cards and extensive use is made of AEI 'Logicon' solid state equipment in conjunction with conventional relays and contactor starters. Mimic flow diagrams are used to monitor the process sequence.

Decca orders during Ships' Gear Exhibition

Foreign shipowners placed orders worth £67,000 for Decca Transar marine radars during the six days of the Ships' Gear International '66 Exhibition, which closed at Olympia on July 12. The total number of Decca radars of all types supplied to the world's mercantile marine and navies now exceeds 22,000.

Two Far East orders

Among recent orders secured for British plant and equipment by Brendan Butler (London) Ltd. is a polythene extrusion coating and laminating plant by Bone Bros. Ltd. destined for China and valued at £75,000. An even larger order secured by the same company for Thompson Bros. (Bilston) Ltd. covers the supply to Hong Kong of 10 truck mixers with specifications specially modified to suit local conditions. The value in this case is £80,000.

Bridging materials to Baghdad

PSC Equipment Limited, Ridge Way Trading Estate, Iver, Bucks, have received orders totalling £15,000 from Inexport of Yugoslavia, for pre-stressing equipment and Tetron rubber bridge bearings, for use on the Falujah Bridge crossing the River Euphrates, just outside Baghdad.

Vessels for industrial gases

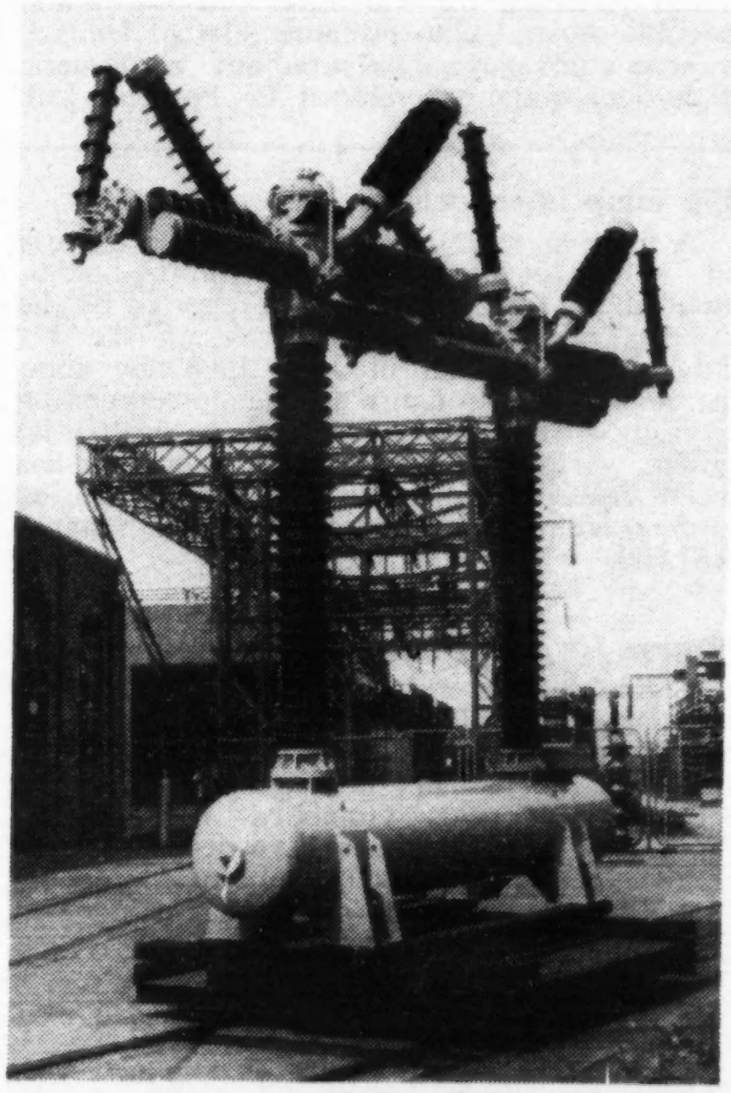
Export orders valued at over £50,000 for cryogenic vessels, used to store industrial gases in liquid form at temperatures below minus 150 degrees Centigrade have been received by W. P. Butterfield (Engineers) Ltd., of Shipley, Yorkshire, since the beginning of May. Major overseas customers include Compagnie des Ateliers et Forge de la Loire, France; H. Erben GmbH, Germany; L'Oxydrique Internationale, Belgium; Societe de Gases e Produtos Quimicos, Portugal; South Africa Philips (Pty.) Ltd.; Dansk Rontgent-Teknik A/S, Denmark; Matkemi SA, Switzerland.

1,500 mile microwave link

A transcontinental microwave communications system to link eastern and western Australia worth £3.2 million will be supplied by GEC (Telecommunications) Ltd., Coventry. Spanning 1,500 miles, the link will be one of the longest civil communication systems of its kind in the world. The Australian Post Office received tenders from 28 firms, including companies in Japan, the United States, West Germany, Canada, Holland and Italy – as well as Australia and Britain.

Biscuit factory for New Zealand

A £1 million project has recently been completed by the Cadbury-Fry-Hudson Group to provide New Zealand's North Island with the country's most up-to-date biscuit factory – a 120,000 square foot building on a 63-acre garden site at Papakura. The plant, which combines output – 10 tons per day – with versatility of application – was jointly designed and built by Baker Perkins Limited of Peterborough and Baker Perkins (N.Z.) Limited of Auckland, New Zealand.



English Electric has received a £1.2 million order for frame 's' air-blast switchgear for the Kainji dam development from the Federal Government of Nigeria. A frame 's' breaker is seen above at the company's Stafford works; introduced earlier this year, the frame 's' design is an export version of the frame 'r' – first to enter commercial service in Britain at 400 kV.

Super-tension cables

Pirelli General Cable Works Ltd. has received an order valued at approximately £41,000 from the City of Johannesburg Electricity Department for the supply and laying of 88,000 volt oil-filled cable. This is an extension to an earlier 88 kV contract carried out by the company. A second order from the Malta Electricity Board calls for the supply and supervision of laying and jointing of 33,000 volt oil-filled cable and associated equipment for Stage 2 of their 33 kV distribution system. This order is valued at approximately £68,000.

£138,000 textile machinery order

A £138,000 export order for cotton spinning and sizing machinery for Kilimanscharo Textiles Co. Ltd., Tanzania, has been announced by Platt Bros. (Sales) Ltd. This order follows the recent announcement by Platt's of a £95,000 contract from Tanzania. The machinery will be manufactured in two of the Lancashire factories of the Textile Machinery Division of Stone-Platt Industries – Dobson & Barlow Ltd., Bolton, and Howard & Bullough Ltd., Accrington.

Britain exports hygiene

Thames Service, of Worcester Park, Surrey, who launched their environmental hygiene service in Germany 18 months ago, have extended this to cover 300 factories employing 500,000 workers. The service provides regular treatment and maintenance to prevent health hazards from sanitary fitments, plumbing, kitchen areas and food processing plant. It now operates from three centres located in the Düsseldorf, Frankfurt and Hamburg areas.

Biggest British-designed blast furnace

Ashmore, Benson, Pease & Company Limited, of Stockton-on-Tees, a member of the Davy-Ashmore Group, are to build a new blast furnace plant for the Algoma Steel Corporation Limited of Sault St. Marie, in Ontario, one of the leading steel companies of Canada. With a hearth diameter of 32 ft. 6 in., the blast furnace is the largest so far designed in Britain. The total cost of this new project, for which Ashmores are named as main contractors, will approach 18 million Canadian dollars, of which one and a quarter million will be spent in Britain.

Electronics for new Baghdad airport

A contract worth over £875,000 has been awarded to Standard Telephones and Cables Limited of London by the Ministry of Communications of the Republic of Iraq. The contract, in which STC is prime contractor, is for the supply and installation of comprehensive airport services, including radio navigation, communication, air traffic control, meteorological and ancillary equipment for the new international airport being built at Baghdad. STC will manufacture much of the equipment at four of its locations, but Creed and Company (an STC associated company), and several other major United Kingdom electronics organizations are involved as subcontractors.

Ammonia tanks for Mexico

A £375,000 contract to design and supply four low-temperature ammonia storage tanks for the new terminals being built by the Lummus Company for Petroleos Mexicanos (the state-owned Mexican oil company) has been awarded to the Motherwell Bridge & Engineering Company Limited. The contract, which is covered by Export Credits Guarantee Department, also includes the supply of a number of pressure vessels.

(Continued on next page)

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of June 24. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 583 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Canadian tour

AN EXTENSIVE tour of Canada is planned by Mr. W. E. Lawson, manager of Keep Bros. (Export Management) Ltd., Birmingham, starting on October 3. The company handles exports for a number of small manufacturers, mainly in the domestic hardware field, selling in Australia, South East Asia, the West Indies and other territories. Mr. Lawson's visit is to test the Canadian market for the products the company handles. He will return to Britain at the end of October.

October Far East trip

MR. D. J. CATOR, export sales manager of Aladdin Industries Ltd., the manufacturers of heaters, lamps and vacuum ware, is to make a tour of the Far East in October. He will visit Lebanon and India en route to Japan and South Korea.

Visiting Eastern Mediterranean

MR. CHRISTOPHER CANSICK, of Mark Cansick and Co., the export merchants of Highgate, London, left London last month for the Eastern Mediterranean, visiting Greece, Cyprus and Lebanon. The company represents the export interests of a wide range of companies covering motor spares and accessories, food and drink, household goods, jewellery, industrial equipment and materials etc.

To introduce fixing tool in Scandinavia

THE SCANDINAVIAN market is the target for a drive to export the first British made cartridge fixing tool. Mr. A. S. T. Ganley, director of Ucan Development Ltd., Hersham, Surrey, an associate of the BSA Group, which developed the new tool, left Britain in August to introduce it to Denmark, Sweden, Finland and Norway in a tour that will last a month. As well as the fixing tool, known as 'Little Fred', Mr. Ganley will be seeking outlets for other items in the Ucan range of fastening devices for industry.

Selling in Germany

MR. H. LUGTON, technical director of Synchro Developments (London) Ltd., visited Germany from August 15-20. During this time he was based in Dusseldorf and contacted likely users of electronic instruments and standby power supplies, which the company designs and manufactures.

To sell new sealant

MR. FRANK THOMSON, a director of Uniscot C.M. Ltd., and chairman of Polyscot Ltd., is currently on a 25,000 miles overseas sales tour which is expected to result in substantial orders. He is visiting Canada, United States, South America, the Far East and Japan and possibly Australia, to promote sales of Unilast, a new cold curing polyurethane elastomeric high duty sealant developed by Polyscot Ltd.

To sell caravans

THE MANAGING DIRECTOR, Mr. Derek Hammerton, and the works director, sales director and works manager of Fairview Caravans, Harwich, are between them personally visiting more than 40 agents in 10 Continental countries to push sales of a new range of mobile homes and holiday caravans, and of the improved Riviera fully-towable mobile home, which is being produced for export only. Between them they will cover Denmark, Norway, Sweden, France, Switzerland, Holland, Belgium, Germany, Luxembourg and Austria.

Kent executive tours 16 countries

Mr. E. A. Beecroft, chief marketing executive of the Mechanical Meter Division, Kent Meters Limited (a member of the George Kent Group), left London Airport in July to begin a two-month sales promotion tour during which he will visit 16 African and Middle Eastern countries. During recent years Mr. Beecroft has travelled extensively to maintain and increase overseas sales of water meter products on behalf of the Company's Mechanical Meter Division, whose export achievements received recognition earlier this year in the first list of the Queen's Award to Industry. The Division currently exports some 80 per cent of its output.

MR. J. F. WILLSHER, marketing and overseas director of the George Kent Group, returned to England recently from an extensive eight-week business tour of Central and South Africa. The main objectives of his tour were to visit the group's member companies in the area, and to discuss current and future trade with established and potential customers. This tour follows one made by Mr. Willsher to Canada and the United States in April.

Export Orders, *continued*

£54,000 Spanish order

An order worth £54,000 for nine of their L.62B four-wheel-drive hydraulic loading shovels has been received from Spain by F. E. Weatherill Ltd., Welwyn Garden City. These machines have a lifting capacity of 15,000 lbs. and are powered by a six-cylinder, 129 b.h.p. diesel engine.

Construction plant and materials

Gammon Pakistan Ltd., who have a contract for construction of Karachi dry dock No. 2, have placed orders totalling £420,000 with Commonweal Traders Ltd., Strood, Kent, for building and civil engineering plant, steel piling and building materials. The company have also received from Gammon Malaya Ltd. orders for plant and materials worth about £100,000 for use in building low-cost industrial housing at Kuala Lumpur.

System buildings for France

The enterprise of Fontaberry Insulated Homes Ltd., who recently opened a factory at Aylesham, Kent, and who have been actively pursuing export markets for their system buildings, has been rewarded by the award of a contract worth £200,000 for units to be delivered to France over the next two years.

Big jump in exports

A jump from £80,000 to £190,000 in exports of components, particularly trailing axles, fitted to all makes of trucks, is reported by the York Trailer Co. Ltd., Corby, in the six months to the end of June 1966, by comparison with the figure in the corresponding period of the previous year. A substantial order, worth over £21,000 for components has been received from the Far East to bring orders from this source during the year to £81,000.

Pumps for Swedish and Dutch refineries

Sigmund Pulsometer Pumps Ltd., Reading, have been awarded a contract for the supply of 26 pumps and associated equipment for the new BP Refinery now under construction at Syrhala near Goteburg in Southern Sweden. These are process, vertical sump and high capacity horizontally split case units for handling caustic acid, oily and clean water, and for plant cooling duties.

Plant for Canadian power station

Two orders, worth over £140,000, have been received by Mather & Platt Ltd., Manchester, for the supply of pumps and other plant to two power stations in Canada. One order calls for the supply of four boiler feed pumps and four condensate extraction pumps and motors for the Boundary Dam Power Station, Saskatchewan. The other is for the supply of boiler feed pumps, motors, and fluid couplings for the Burrard Thermal Power Station, Vancouver.

£388,000 contract for mine hoists

A contract valued at £388,000 has been secured by the Heavy Plant Division of Associated Electrical Industries Ltd., Rugby, for three complete hoists for a new gold mine to be developed by Anglo American Corporation of South Africa. The contract was received through AEI (South Africa) Ltd. After sinking the shafts two of the hoists will be installed 5,300 feet below the surface and have been designed to meet special size and weight limitations to enable them to be lowered down the shaft.

Ammonia synthesis converters

Two orders worth £250,000 for four ammonia synthesis converter vessels have been won by English Steel Forge and Engineering Corporation. With associated ancillary equipment the four converters will represent a total earning to Great Britain of £11 million by the exporters, Simon Carves Limited. The vessels, one for Hungary and three for Poland, are the largest of their type ever forged.

Glass furnace to United States

A furnace for producing safety-glass for the motor industry has been sold at a cost of about £100,000 to an American firm of glass manufacturers. It has been designed and will be frabricated by Stern & Bell Ltd., of Stourbridge and Birmingham, an engineering company in the Triplex Group.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

GHANA

Payment arrears

IN THE *Board of Trade Journal* dated June 10, 1966, page 1284, a notice was published referring to arrangements being made by Ghana for dealing with payments under *medium term* suppliers' credits.

On August 19, 1966, the Bank of Ghana made the following announcement about arrangements for dealing with outstanding payments on *short term* transactions:

'Since June 1 the Bank of Ghana have been providing foreign cover to the commercial banks to enable them to meet all current maturities of import payments and to make transfers under Personal Remittance Quotas and for students' expenditure. It is now possible to announce plans for dealing with the arrears of current payments that were outstanding on May 31, 1966, because foreign exchange was not available. The Bank intend that foreign exchange should be provided to settle arrears in a gradual and systematic manner. The plans fall into three parts:

1. Outstanding payments under Personal Remittance Quotas and for students' expenditure have already been transferred.
2. The equivalent of about £ 15 million is outstanding in the names of a relatively small number of companies. Arrangements are being made with the companies concerned so that sufficient foreign exchange cover will be provided in monthly instalments, beginning on August 31, 1966, to clear up the arrears in two years.
3. Other arrears will be settled according to a system of priorities, taking into account the amounts involved and the dates when the transfers became outstanding. Accordingly foreign exchange cover will be provided to the commercial banks on August 31, 1966 –
   (a) to enable all payments that were outstanding up to December 31, 1965, other than those covered under 2 above, to be effected. In this way over 1,000 individual transactions will be settled, and
   (b) to allow all individual payments of up to the equivalent of £ 6,000 that have remained outstanding since before April 1, 1966, other than those covered under 2 above, to be effected. This will settle a further 1,800 transactions.

This represents the maximum the Bank can do for the time being, but the position will be reviewed quarterly beginning from November 1966, and in the light of the foreign exchange that is available, further allocation will be made to clear pending transfers. The total scheme will also be kept under constant review with the object of accelerating the transfers whenever possible.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2253), quoting reference number CRE 16893/G.

The Kafubu Water Supply scheme for Ndola, Zambia, was opened on August 25 by President Kaunda. Picture above shows the 2.5 million gallon reservoir in course of construction. The consulting engineers for the project were Brian Colquhoun and Partners.

ZAMBIA

Visa requirements

THE BOARD OF TRADE have been notified by the British High Commission in Lusaka of new visa requirements which may affect certain British travellers. These requirements are summarized as follows:

In addition to existing visa arrangements the following persons will require visas to enter Zambia with effect from September 1, 1966:

(i) nationals of Denmark, Sweden, Norway, Italy, San Marino, Iceland, United States of America and the Republic of South Africa;
(ii) citizens of the Colony of Southern Rhodesia;
(iii) any person ordinarily resident in the Colony of Southern Rhodesia;
(iv) any holder of a passport of the United Kingdom and Colonies or of the Republic of Eire proceeding from the Colony of Southern Rhodesia, even via Malawi, save when such person is in direct transit by air or rail through Rhodesia or is ordinarily resident in Zambia.

Applications for visas by British nationals should be made direct to the Chief Immigration Officer, Livingstone, and a charge of £1 2s. 6d. will be payable for the issue of a visa.

The requirement at (iv) above could affect British businessmen on tour through South and Central Africa as any such traveller making a stop-over in Rhodesia would need a visa in order to proceed to Zambia. This necessity would be avoided if Zambia were visited first.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2252), quoting reference number CRE 16102/G.

His Excellency Sayyid Ahmed Suwaidiq, the Libyan Minister of Economy and Trade, watches molten metal being poured into moulds during his recent visit to Bamfords Ltd., the agricultural machinery manufacturers of Uttoxeter, Staffordshire.

KENYA

Import licensing regulation

LEGAL NOTICE NO. 216, published in the *Kenya Official Gazette*, dated July 26, announces with effect from July 22 the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 7) Order, 1966, which amends the Imports, Exports and Essential Supply (Imports) Order, 1964. The first schedule to the latter order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201) and subsequently amended, is now further amended by the addition of the following items:

Item	Description
	Division 05 - Fruits and vegetables
054 2 0	Green grams
	Division 65 - Textile yarn, fabrics, Made-up articles and related products.
	Knitted cotton fabrics of all kinds.
653 7 9	Other knitted cloth.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

KENYA AND TANZANIA

Customs tariff amendments

THE BOARD OF TRADE has received information of certain changes to the First Schedule of the Kenya and Republic of Tanzania Customs Tariffs with effect from June 16, 1966. The details are as follows:

First Schedule

Item No.	Article	Import Duty	Suspended Duty
57	(Tanzania only): Machinery, apparatus, appliances and instruments (not including domestic or toilet machines, or appliances elsewhere provided for) and electrical material used in connection therewith, for the generation, measurement, transformation, storage, transmission, distribution of, or lighting by, gas or electric power, and parts thereof, but not including electroliers, gas-oilers, lamps, lampshades or reflectors, portable batteries or electrical appliances for use in connection with vehicles:-		
	(a) Insulated (including enamelled or anodised) electric wire, cable, bars, strip and the like (including co-axial cable), whether or not fitted with connectors:		
	(i) having conductors of plain, high conductivity copper or aluminium wires, insulated or sheathed with polyethylene or polyvinylchloride or both, whether or not steel wire armoured, of which any individual core exceeds one sixteenth of an inch in diameter and of which the overall greatest cross-section width does not exceed 1¼ inches	Free	*Ad val.* 15%
	(ii) Other	Free	
	(b) Other	Free	
75	Wire n.e.s., including brazing, welding and spray wire, and wire or plastic gauze or netting:		
	(a) plain, bare, drawn copper wire of single or multiple strands . .	Free	*Ad val.* 15%
	(b) Other	Free	
	(Kenya and Tanzania):		
113	Dyes:		
	(c) Dyes, other than annatto for colouring foodstuffs, beverages, cosmetics or or toilet preparations . . .	*Ad val.* 37½%	
143	Delete the word and comma 'radiograms,'		
143A	Delete and substitute the following:		
	(a) Radio and television receiving sets and radiograms complete including motor vehicle radios and n.e.s. . .	*Ad val* 50% (or each Sh.50 whichever is the greater).	
	(b) Radio and television receiver parts and accessories excluding batteries and n.e.s.	*Ad val.* 30%	*Ad val.* 7½%

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 12) published as Rhodesia Notice No. 576 of August 19 amends the Customs and Excise (Suspension) Regulations, 1966. to the following extent:

(Britain pays the Column B rate of Duty)

		Effective Rates			
		Duty A	Duty B	Duty C	Duty D
First Schedule: By the insertion of the following item:					
330 (3) Vehicles of a class specified by the Minister by order in the *Gazette* which, having been exported from Rhodesia, are imported through such port of entry and under such condition as the Minister may specify in the order:					
(a) Motor-cycles .	—	Free	Free	Free	Free
(b) Other . .	—	Free	Free	Free	Free

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REPUBLIC OF SOUTH AFRICA

Customs and excise tariff changes

A COPY HAS BEEN received from Pretoria of certain budgetary taxation proposals contained in a Notice of Motion tabled in the House of Assembly on August 17, 1966. The proposals, to take effect from that date, include the following amendments to the customs and excise tariff schedules.

Schedule 1 – Part 1

Tariff No.	Tariff Heading	Present rate of duty			Proposed rate of duty		
		General	Most Favoured Nation	Preferential	General	Most Favoured Nation	Preferential
03.01.90	Fish, fresh (live or dead), chilled or frozen (excluding fry, aquaria fish and other live fish not suitable for human consumption; anchovies)	250c per 100 lb.			275c per 100 lb.		
03.02	Fish, salted, in brine, dried or smoked:						
03.02.20	In hermetically sealed containers (excluding anchovies)	250c per 100 lb.		125c per 100 lb. (U.K.; Canada)	275c per 100 lb.		150c per 100 lb. (U.K.; Canada)
03.02.90	Other (excluding anchovies)	250c per 100 lb.			275c per 100 lb.		
08.01.50	Dates, fresh or dried, shelled or not, not packed for retail sale	125c per 100 lb.			140c per 100 lb.		
08.01.51	Dates, fresh or dried, shelled or not, packed for retail sale	165c per 100 lb.			180c per 100 lb.		
21.03	Mustard flour and prepared mustard	300c per 100 lb. with a maximum of 25%			330c per 100 lb. with a maximum of 30%		
21.04	Sauces; mixed condiments and mixed seasonings	300c per 100 lb. with a maximum of 25%			330c per 100 lb. with a maximum of 30%		
21.06.10	Compressed active yeast	1,250c per 100 lb.			1,375c per 100 lb.		
21.06.20	Dried active yeast	4,500c per 100 lb.			4,950c per 100 lb.		
21.06.30	Other yeast (excluding dried active yeast and compressed active yeast)	5%			15%		
24.02.70	Pipe tobacco	60% or 91½c per lb. net			75% or 114½c per lb. net		
24.02.80	Manufactured tobacco except cigars, cigarettes, snuff, cigarette tobacco and pipe tobacco	60% or 91½c per lb. net			75% or 114½c per lb. net		
27.07.90	Oils and other products of the distillation of high temperature coal tar, and similar oils and products including benzole, creosote, cresylic acid and solvent naphtha, obtained by other processes, not specified in any other subheading of tariff heading No. 27.07	12,083c per 1,000 gal.			13,083c per 1,000 gal.		
27.10.90	Petroleum oils and oils obtained from bituminous minerals (excluding crude oil), and preparations not elsewhere specified or included, containing not less than 70% by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations, not specified in any other subheading of tariff heading No. 27.10	12,083c per 1,000 gal.			13,083c per 1,000 gal.		
29.01.60	Hydrocarbons the following: benzene, toluene, xylene, hexane, heptane, octane	12,083c per 1,000 gal.			13,083c per 1,000 gal.		
34.01.90	Soap, including medicated soap (excluding toilet soap)	25%			35%		
34.02	Organic surface-active agents (excluding soaps); surface-active preparations and washing preparations, whether or not containing soap:						
34.02.10	Packed for retail sale	20%			30%		
34.02.90	Not packed for retail sale	10%			20%		
48.11.10	Wallpaper	Free			10%		
58.01	Carpets, carpeting and rugs, knotted pile (made up or not):						
58.01.10	Of wool or fine animal hair	20%			30%		
58.01.20	Other, not of wool or fine animal hair	20%			30%		
58.02	Carpets, carpeting, rugs, mats and matting, not falling within heading No. 58.01; 'Kelem,' 'Schumacks' and 'Karamanie' rugs and the like (made up or not):						
ex 58.02.90	Other (excluding those backed with artificial plastic material; door mats and matting of coconut fibre, sisal and the like; terry towelling and similar bath mats)	20%			30%		
66.01	Umbrellas and sunshades (including walking-stick umbrellas, umbrella tents, and garden and similar umbrellas)	20%			30%		
71.13	Articles of goldsmiths' or silversmiths' wares and parts thereof, of precious metal or rolled precious metal (excluding goods falling within heading No. 71.12)	30%			40%		
83.06	Statuettes and other ornaments of a kind used indoors, of base metal:						
83.06.10	Plated with precious metal	30%			40%		
83.06.90	Other, not plated with precious metal	20%			30%		
84.11.15	Hermetically sealed refrigeration compressors not exceeding ¼ h.p.	15%			25%		
84.15.10	Household refrigerators (non-electrical) of a nominal storage capacity not exceeding 12 cu. ft.	15%			25%		
84.15.20	Household refrigerators (electrical) of a nominal storage capacity not exceeding 12 cu. ft.	15%			25%		
84.15.40	Household refrigerator cabinets for refrigerators of a nominal storage capacity not exceeding 12 cu. ft.	15%			25%		
84.15.50	Sealed compression type electrical units (and parts thereof) suitable for household refrigerators	15%			25%		
84.15.60	Non-electrical type units and parts thereof, for household refrigerators	Free			10%		
84.15.70	Household refrigerator parts (excluding cabinets and units)	15%			25%		
84.18.25	Domestic centrifuge washing machines	15%			25%		
84.40.10	Domestic laundry washing machines	15%			25%		
85.03	Primary cells and primary batteries	20%		10% (U.K.; Canada)	30%		20% (U.K.; Canada)
85.06.90	Electro-mechanical domestic appliances, with self-contained electric motor (excluding vacuum cleaners, floor polishers and ventilating fans)	20%			30%		
85.10.90	Portable electric battery and magneto lamps (excluding lamps falling within heading No. 85.09 and miners' safety lamps)	15%			25%		
85.12.60	Electro-thermic domestic appliances	20%		15% (U.K.; Canada)	30%		25% (U.K.; Canada)
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flashbulbs:						
85.20.10	Arc-lamps	5%		Free (U.K.)	15%		10% (U.K.)
85.20.20	Photographic flashbulbs	25c per 100		Free (U.K.)	30c per 100		5c per 100 (U.K.)
85.20.30	Discharge lamps (including fluorescent type)	5%		Free (U.K.)	15%		10% (U.K.)
85.20.40	Carbon filament lamps	50c per 100		Free (U.K.)	55c per 100		5c per 100 (U.K.)

(*Continued on next page*)

REPUBLIC OF SOUTH AFRICA, *continued*

Tariff No.	Tariff Heading	Present rate of duty			Proposed rate of duty		
		General	Most Favoured Nation	Preferential	General	Most Favoured Nation	Preferential
85.20.50	Projector filament lamps	5%		Free (U.K.)	15%		10% (U.K.)
85.20.60	Radiator filament lamps	20%		15% (U.K.)	30%		25% (U.K.)
85.20.70	Torch filament lamps	50c per 100	25c per 100	Free (U.K.)	55c per 100	30c per 100	5c per 100 (U.K.)
85.20.80	Motor vehicle filament headlight lamps	800c per 100	100c per 100	Free (U.K.)	810c per 100	110c per 100	10c per 100 (U.K.)
85.20.85	Other motor vehicle filament lamps	400c per 100	50c per 100	Free (U.K.)	405c per 100	55c per 100	5c per 100 (U.K.)
85.20.90	Other filament lamps, vacuum type:						
	.10 No exceeding 60 watts	50c per 100		Free (U.K.)	55c per 100		5c per 100 (U.K.)
	.20 Exceeding 60 watts	100c per 100		Free (U.K.)	110c per 100		10c per 100 (U.K.)
85.20.95	Other filament lamps, gas filled:						
	.10 Not exceeding 100 watts	100c per 100		Free (U.K.)	110c per 100		10c per 100 (U.K.)
	.20 Exceeding 100 Watts	200c per 100		Free (U.K.)	220c per 100		20c per 100 (U.K.)
85.20.99	Parts	5%		Free (U.K.)	15%		10% (U.K.)
ex 87.02.10	Motor cars (excluding racing cars with seating capacity for one person) and station wagons and similar dual purpose motor vehicles, assembled	35% and in addition, in respect of each full R100 in excess of a value for duty purposes of R1,000 for each motor car or vehicle, 2% and in addition thereto, in respect of each full 100 lb. in excess of a weight of 2,500 lb. for each motor car or vehicle, 1% with a maximum of the total duty of 100%			40% and in addition, in respect of each full R100 in excess of a value for duty purposes of R1,000 for each motor car or vehicle, 2% and in addition thereto, in respect of each full 100 lb. in excess of a weight of 2,500 lb. for each motor car or vehicle, 1% with a maximum of the total duty of 100%		
87.13.10	Baby carriages and parts thereof	15%			25%		
97.02	Dolls:						
97.02.10	Dolls made wholly or chiefly of rubber or of artificial plastic material:						
	.10 Of a f.o.b. price per doz. not exceeding 100c	15% plus 25c per doz.			25% plus 25c per doz.		
	.20 Of a f.o.b. price per doz. exceeding 100c but not exceeding 150c	15% plus 50c per doz.			25% plus 50c per doz.		
	.30 Of a f.o.b. price per doz. exceeding 150c but not exceeding 250c	15% plus 75c per doz.			25% plus 75c per doz.		
	.40 Of a f.o.b. price per doz. exceeding 250c	15% plus 125c per doz.			25% plus 125c per doz.		
97.02.20	Dolls of other material	15%			25%		
97.02.30	Parts and accessories, of dolls	15%			25%		
97.03	Other toys: working models of a kind used for recreational purposes:						
97.03.10	Toy animals and rattles, made wholly or chiefly of rubber or of artificial plastic material:						
	.10 Of a f.o.b. price per doz. not exceeding 100c	15% plus 25c per doz.			25% plus 25c per doz.		
	.20 Of a f.o.b. price per doz. exceeding 100c but not exceeding 150c	15% plus 50c per doz.			25% plus 50c per doz.		
	.30 Of a f.o.b. price per doz. exceeding 150c but not exceeding 250c	15% plus 75c per doz.			25% plus 75c per doz.		
	.40 Of a f.o.b. price per doz. exceeding 250c	15% plus 125c per doz.			25% plus 125c per doz.		
97.03.15	Toys made wholly or chiefly of rubber or of artificial plastic material (excluding toy animals, rattles or balloons):						
	.10 Wholly or chiefly of artificial plastic material	25%			35%		
	.20 Wholly or chiefly of rubber	15%			25%		
97.03.20	Toys made wholly or chiefly of wood	15%			25%		
97.03.30	Toys made wholly or chiefly of metal	15%			25%		
97.03.40	Toy balloons of a f.o.b. price per gross not exceeding 30c	30c per gross			33c per gross		
97.03.41	Toy balloons of a f.o.b. price per gross exceeding 30c	15% or 120c per gross			25% or 132c per gross		
97.03.90	Other toys	15%			25%		
97.03.95	Parts and accessories, of toys	15%			25%		
97.03.97	Engines for model aircraft	Free			10%		
97.03.99	Working models of a kind used for indoor recreation	15%			25%		
97.04	Equipment for parlour, table and fun-fair games for adults or children (including billiard tables and pintables and table-tennis requisites):						
97.04.10	Machines for games of skill or chance	20%			30%		
97.04.20	Playing cards of a kind commonly used for playing whist or bridge or similar card games	20% plus 7½c per pack			30% plus 7½c per pack		
97.04.30	Boards and requisites for draughts, ludo and similar parlour games	25%			35%		
97.04.90	Other equipment for parlour, table and funfair games (excluding those provided for in sub-headings Nos. 97.04.10, 97.04.20 and 97.04.30)	15%			25%		
97.05.90	Carnival articles: entertainment articles; Christmas tree decorations and similar articles for Christmas festivities (excluding Christmas stockings and Christmas crackers)	20%			30%		
97.06.20	Golf balls	15%			25%		
98.15	Vacuum flasks and other vacuum vessels, complete with cases; parts thereof (excluding glass inners)	20%			30%		

Schedule 1 – Part 2

Tariff Item	Tariff Heading and Description	Present rate of Duty		Proposed rate of Duty	
		Excise	Customs	Excise	Customs
104.10	22.03 *Beer made from malt:*				
10	Of a specific gravity before fermentation not exceeding 1,040°	38½c per gal.	30c per gal.		
	Plus a suspended duty of:				
	In operation	Nil	Nil		
	Maximum rate	12½c per gal.	12½c per gal.	As below	
20	Of a specific gravity before fermentation exceeding 1,040° but not exceeding 1,050°	51c per gal.	30c per gal.		
30	Of a specific gravity before fermentation exceeding 1,050°	61½c per gal.	30c per gal)		
	Plus, for every degree of specific gravity before fermentation in excess of 1,080°	1c per gal.	1c per gal.		
104.10	22.03 *Beer made from malt:*				
.10	Of a specific gravity before fermentation not exceeding 1,040°			61½c per gal.	59c per gal.
	Plus a suspended duty of:				
	In operation			Nil	Nil
	Maximum rate			12½c per gal.	12½c per gal.
20	Of a specific gravity before fermentation exceeding 1,040° but not exceeding 1,050°, cleared ex any customs and excise manufacturing warehouse during any financial year or illicit beer:				
	(1) If none was or not more than 2,500,000 gallons were cleared ex that customs and excise manufacturing warehouse for any purpose (except for export) during the previous calendar year			74c per gal.	59c per gal.
	(2) If more than 2,500,000 gallons but not exceeding 5,000,000 gallons were so cleared			75c per gal.	59c per gal.
	(3) If more than 5,000,000 gallons but not exceeding 7,500,000 gallons were so cleared			76c per gal.	59c per gal.
	(4) If more than 7,500,000 gallons but not exceeding 10,000,000 gallons were so cleared		As above	77c per gal.	55c per gal.
	(5) If more than 10,000,000 gallons but not exceeding 12,500,000 gallons were so cleared			78c per gal.	59c per gal.
	(6) If more than 12,500,000 gallons were so cleared or if duty is paid on illicit beer			80c per gal.	59c per gal.
	Note: For the purpose of determining the rate of duty in tariff item 104.10.20, beer which has been cleared from one customs and excise manufacturing warehouse to another such warehouse shall, subject to such conditions as the Secretary may in each case impose, be deemed to have been cleared from that warehouse where liability for duty thereon commences in terms of section 44 (2).				
.30	Of a specific gravity before fermentation exceeding 1,050°			84½c per gal.	59c per gal.
	Plus for every degree of specific gravity before fermentation in excess of 1,080°			1c per gal.	1c per gal.
104.20	22.08 *Ethyl alcohol or neutral spirits, undenatured, of a strength of* 80° *AA or higher; denatured spirits (including ethyl alcohol and neutral spirits) of any strength;*				
	22.09 *Spirits (excluding those of heading No.* 22.08)*:*				
.10	Wine spirits, manufactured in the Republic by the distillation of wine	1,171c per gal. of absolute alcohol		1,423c per gal. of absolute alcohol	
.20	Other spirits, manufactured in the Republic	1,390c per gal. of absolute alcohol		1,642c per gal. of absolute alcohol	
	Plus a suspended duty in respect of spirits obtained by the distillation of any sugar cane product:				
	In operation	45c per gal. of absolute alcohol		45c per gal. of absolute alcohol	
	Maximum rate	175c per gal. of absolute alcohol		175c per gal. of absolute alcohol	
.30	Imported spirits of any nature, including spirits in imported spirituous beverages (excluding liqueurs, cordials and similar spirituous beverages containing added sugar) and in compound alcoholic preparations		734c per gal. of absolute alcohol or 356c per gal.		986c per gal. of absolute alcohol or 464c per gal.
.40	Spirits of any nature in imported liquers, cordials and similar spirituous beverages containing added sugar, with or without flavouring ingredients		734c per gal. of absolute alcohol		986c per gal. of absolute alcohol
104.30	24.02 *Manufactured tobacco:*				
10	Cigars	20c per lb. net	20c per lb. net.	30c per lb. net	40c per lb. net
.20	Cigarettes	4c per 10 cigarettes (stamp duty) plus 25½c per lb. tobacco content	4c per 10 cigarettes (stamp duty) plus 25½c per lb. tobacco content	5c per 10 cigarettes (stamp duty) plus 25½c per lb. tobacco content	5c per 10 cigarettes (stamp duty) plus 25½c per lb. tobacco content
	Plus in respect of cigarettes the weight of the tobacco of which exceeds 3 lb. per 1,000 cigarettes	95c per lb. tobacco content	95c per lb. tobacco content	115c per lb. tobacco content	115c per lb. tobacco content
.30	Cigarette tobacco	4c per 2 oz. or fraction thereof (stamp duty) plus 103c per lb. tobacco	4c per 2 oz. or fraction thereof (stamp duty) plus 103c per lb. tobacco	5c per 2 oz. or fraction thereof (stamp duty) plus 103c per lb. tobacco	5c per 2 oz. or fraction thereof (stamp duty) plus 103c per lb. tobacco
	Plus a suspended duty of:				
	In operation	Nil	Nil	Nil	Nil
	Maximum rate	33c per lb. tobacco	33c per lb. tobacco	33c per lb. tobacco	33c per lb. tobacco
.40	Pipe tobacco	55% with a minimum of 18c per lb. net	—	63% with a minimum of 18c per lb. net	—
105.05	27.07 *Oils and other products of the distillation of high temperature coal tar: similar oils and products obtained by other processes:*				
.10	Petrol and aviation spirit	7,500c per 1,000 gal.	7,500c per 1,000 gal.	8,500c per 1,000 gal.	8,500c per 1,000 gal.
.20	Aviation kerosene, power kerosene and illuminating or heating kerosene	11,250c per 1,000 gal.	11,250c per 1,000 gal.	12,250c per 1,000 gal.	12,250c per 1,000 gal.
.30	Distillate fuels (for example, gas oil and diesel oil)	11,250c per 1,000 gal.	11,250c per 1,000 gal.	12,250c per 1,000 gal.	12,250c per 1,000 gal.
.40	Residual fuel oils	11,250c per 1,000 gal.	11,250c per 1,000 gal.	12,250c per 1,000 gal.	12,250c per 1,000 gal.
105.10	27.10 *Petroleum oils and oils obtained from bituminous minerals:*				
.10	Petrol and aviation spirit	11,666c per 1,000 gal.	11,666c per 1,000 gal.	12,666c per 1,000 gal.	12,666c per 1,000 gal.
.20	Aviation, kerosene, power kerosene and illuminating or heating kerosene	11,250c per 1,000 gal.	11,250c per 1,000 gal.	12,250c per 1,000 gal.	12,250c per 1,000 gal.
.30	Distillate fuels (for example, gas oil and diesel oil)	11,250c per 1,000 gal.	11,250c per 1,000 gal.	12,250c per 1,000 gal.	12,250c per 1,000 gal.
.40	Residual fuel oils	11,250c per 1,000 gal.	11,250c per 1,000 gal.	12,250c per 1,000 gal.	12,250c per 1,000 gal.
117.05	87.02 Motor cars (including racing cars) and station wagons and similar dual purpose motor vehicles	11c per lb. and in addition in respect of every 50 lb. or part thereof in excess of a weight of 3,700 lb. of each motor car or vehicle, 2c per lb. on the full weight of the motor car or vehicle: Provided that the total duty in respect of any motor car or vehicle shall not exceed R3,500	—	13c per lb. and in addition in respect of every 50 lb. or part thereof in excess of a weight of 3,700 lb. of each motor car or vehicle, 2c per lb. on the full weight of the motor car or vehicle: Provided that the total duty in respect of any motor car or vehicle shall not exceed R3,500	—

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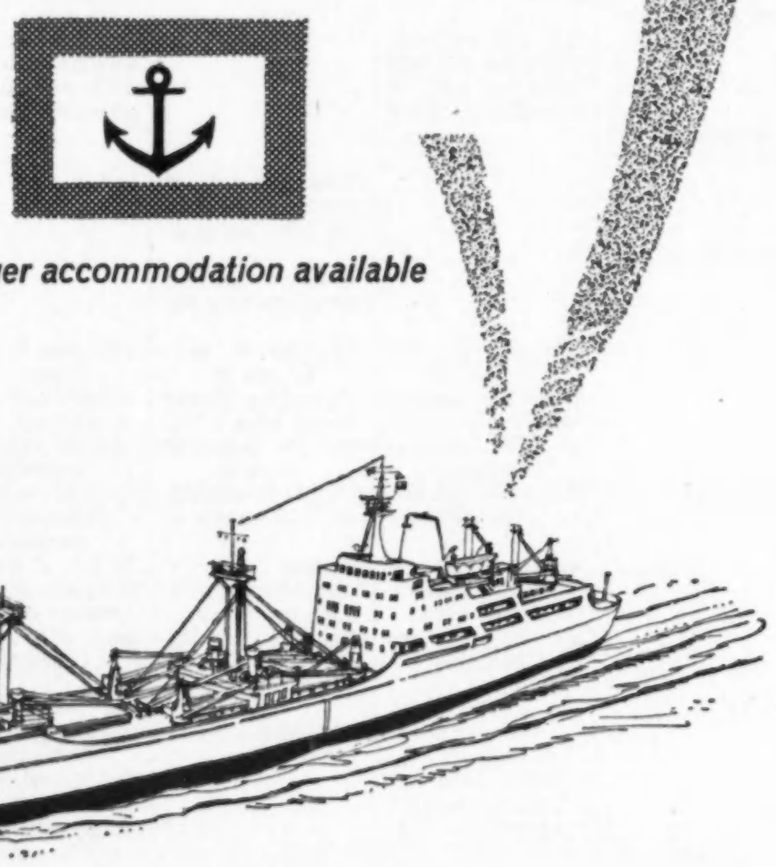

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Schedule 2

Excise duties to be imposed on the undermentioned goods manufactured in the Republic, and customs duties to be increased on similar goods imported into the Republic, to the extent shown below:

	Tariff heading and Description	Proposed new excise duty	Proposed increase in customs duty
11.07	*Malt, roasted or not*:		
	Kaffircorn malt	1c per lb.	1c per lb.
22.01	*Waters, including spa waters and aerated waters*:		
22.02	*Lemonade, flavoured spa waters and flavoured aerated waters: other non-alcoholic beverages (excluding fruit and vegetable juices falling within heading No.* 20.07):		
	Mineral waters, including spa and aerated waters, put up in closed bottles or other closed containers ready for drinking without dilution	8c per gal.	8c per gal.
	Lemonade and flavoured mineral waters, including flavoured spa and aerated waters, put up in closed bottles or other closed containers ready for drinking without dilution	8c per gal.	8c per gal.
	Non-alcoholic beverages not elsewhere specified or included in tariff heading No. 22.01 or 22.02 (excluding beverages consisting of flavoured or unflavoured milk, undiluted or diluted with water, or of fruit or vegetable juices referred to in tariff heading No. 20.07, undiluted or diluted with water, which have been manufactured from fruit or vegetables grown in the Republic), put up in closed bottles or other closed containers for drinking without dilution	8c per gal.	8c per gal.

The taxation proposals also provided that excisable and imported beer made from malt, specified against tariff items 104.10.10, 104.10.20 and 104.10.30 and excisable and imported spirits (including spirits in spirituous beverages) specified against tariff items 104.20.10, 104.20.20, 104.20.30 and 104.20.40 of Part 2 of Schedule 1 to this Notice which, at the time the proposals were tabled, were still in possession or under the control of or in transit to or had not been delivered from the stocks of importers, manufacturers, distributors, wholesale dealers and retail dealers, as well as all subsequent additions to such stocks, should be liable to the increased customs and excise duties specified in this Notice in respect of such goods.

INDIA

Export policy

A NOTICE was published in the *Board of Trade Journal* of July 15 (page 190) reporting that the Indian Government had abolished Export Promotion schemes providing for the grant of import entitlement licences.

On August 16 the Indian Government announced new export promotion schemes. These include export subsidies for selected products, the grant of special import licence facilities for 15 'priority' export industries, and will also provide special facilities for exporting manufacturers to import capital equipment.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

SOUTH VIETNAM

Customs tariff

A COPY of a Vietnamese Government Decree changing the Vietnamese customs tariff has been received from HM Embassy, Saigon. Inquiries to be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 480).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

MALAYSIA

Commonwealth Preference

COPIES of Orders under the Customs Ordinances of the States of Malaya, Sabah and Sarawak effecting the removal of Commonwealth Preference on a number of items with effect from August 18, 1966 have been received by the Board of Trade. Goods affected by the States of Malaya Order are:

Preserved vegetables, sugar and honey; Alcoholic beverages; Tobacco unmanufactured; Tobacco manufactures; Perfumery, cosmetics and toilet preparations; Rubber manufactures (tyres, tubes, covers); Cotton fabrics of standard type; Textile fabrics of standard type other than cotton; Tulle, lace, embroidery, ribbons, trimmings and other small wares; Special textile fabrics and related products; Made-up articles, wholly or chiefly of textile materials (sacks, bags, blankets, rugs, etc.); Floor coverings: carpets, tapestries, plaiting materials: mats, matting, screens, etc.; Telecommunication apparatus; Road vehicles, other than motor vehicles (bicycles, trishaws); Clothing; Fur clothing (except hats and caps); Gaiters, spats, leggings, etc.; Musical instruments (gramophones, tape recorders, instruments).

Those affected by the Sabah Order are:

Tobacco, unmanufactured; Tobacco manufactures; Perfumery, cosmetics and toilet preparations; Rubber manufactures (tyres, tubes, covers); Cotton fabrics of standard type; Textile fabrics of standard type other than cotton; Tulle, lace, embroidery, ribbons, trimmings and other small wares; Special textile fabrics and related products; Made-up articles wholly or chiefly of textile materials (sacks, bags, blankets, rugs, etc.); Floor coverings: carpets, tapestries, plaiting materials; mats, matting; screens, etc.; Telecommunication apparatus; Motor vehicles for the transport of persons; Road vehicles other than motor vehicles (bicycles, trishaws); Clothing; Fur clothing (except hats or caps); Footwear, gaiters, spats, leggings, etc.; Musical instruments (gramophones, tape recorders, instruments);

and those affected by the Sarawak Order are:

Tobacco unmanufactured; Tobacco manufactures; Rubber manufactures (tyres, tubes, covers); Cotton fabrics of standard type; Textile fabrics of standard type other than cotton; Tulle, lace, embroidery, ribbons, trimmings and other small wares; Special textile fabrics and related products; Made-up articles wholly or chiefly of textile materials (sacks, bags, blankets, rugs, etc.); Floor coverings: carpets, tapestries, plaiting materials: mats, matting, screens etc.; Motor vehicles for the transport of persons; Road vehicles other than motor vehicles (bicycles, trishaws); Clothing; Musical instruments (gramophones, tape recorders, instruments).

A Notice on this subject appeared in the *Board of Trade Journal* issue dated August 26, 1966.

HONG KONG

Suppression of telecommunications interference

THE HONG KONG GOVERNMENT has introduced a bill which will make suppression compulsory on a wide range of interference-causing equipment. In a speech by the Acting Colonial Secretary on August 10, 1966, four main sources of interference were cited. These are:

(i) ignition systems of motor car engines
(ii) electrical appliances
(iii) industrial equipment such as plastic welders and electric arc welders
(iv) radio and television receivers

The attention of British manufacturers is drawn to the need for all equipment destined for Hong Kong to be fitted with suppressors and also to the possibilities which this regulation will provide for the sale of suppressor units in Hong Kong.

Further details about the new bill can be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

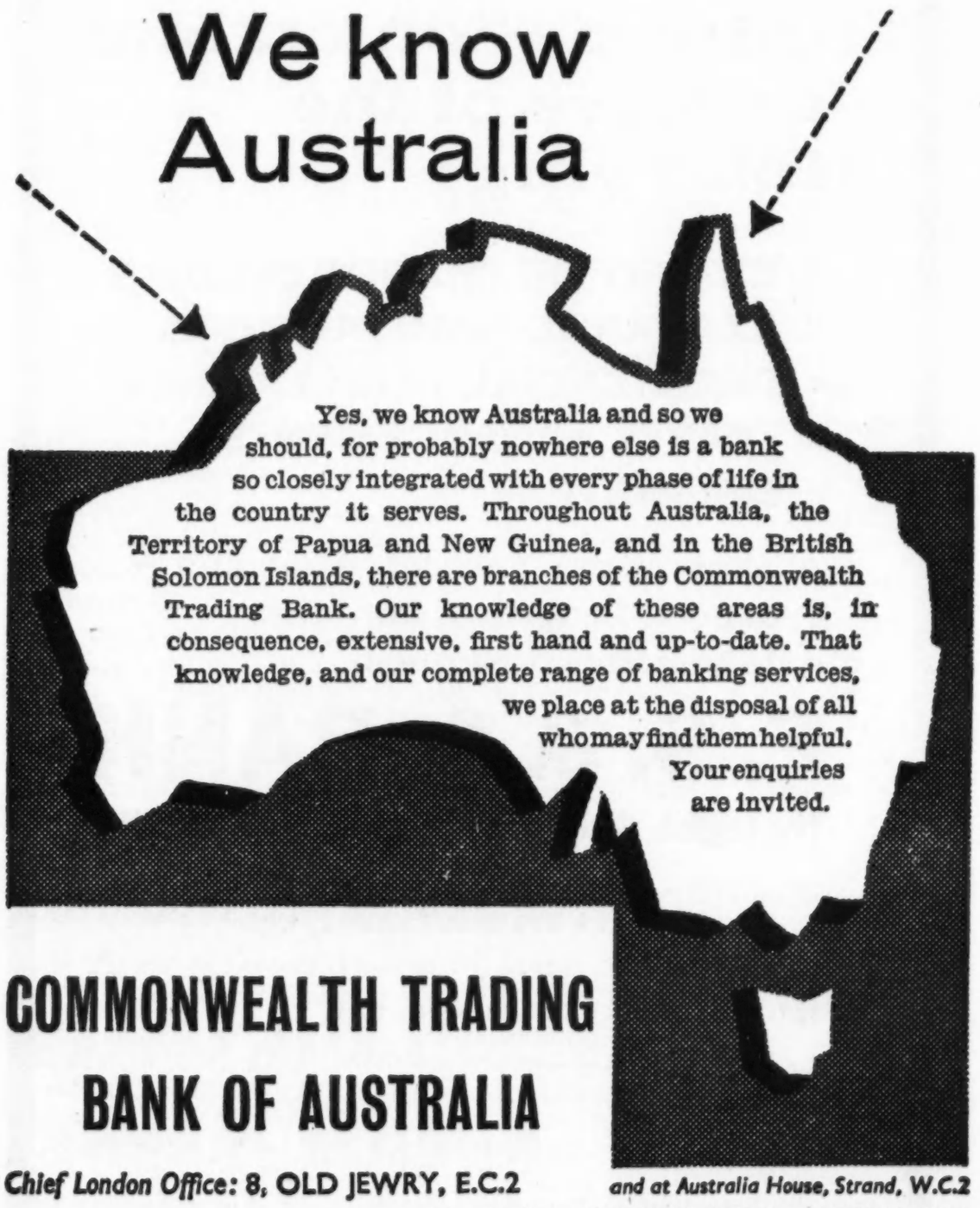
New By-laws

The following goods will be admitted under By-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Coated vulcanized fibreboard for use in the manufacture of travel goods, under security	39.03.393	Free
Bearings, ball, steel, to which sub-item 84.62.2 applies, but excluding those of the single rigid radial and single row angular contact types	84.62	Free
Bearings, ball, steel, of the single row rigid radial and single row angular contact types, but excluding those having a bore size of from 0·4337 inch (11 millimetres) to 1.81103 inches (46 millimetres) inclusive, and an outside diameter not exceeding 3·5 inches (88·9 millimetres) and with a width not exceeding 2 inches (50·8 millimetres)	84.62	Free
Piano keys, black	92.10	Free
Goods (a) to which sub-paragraph 38.19.991 or 38.19.999 applies; and (b) are, in the opinion of the Minister, given their essential character by a constituent listed in the table hereunder: *The Table* Ammonium carbonate Ammonium hydrogen carbonate	38.19	Free

(*Continued on next page*)

We know Australia

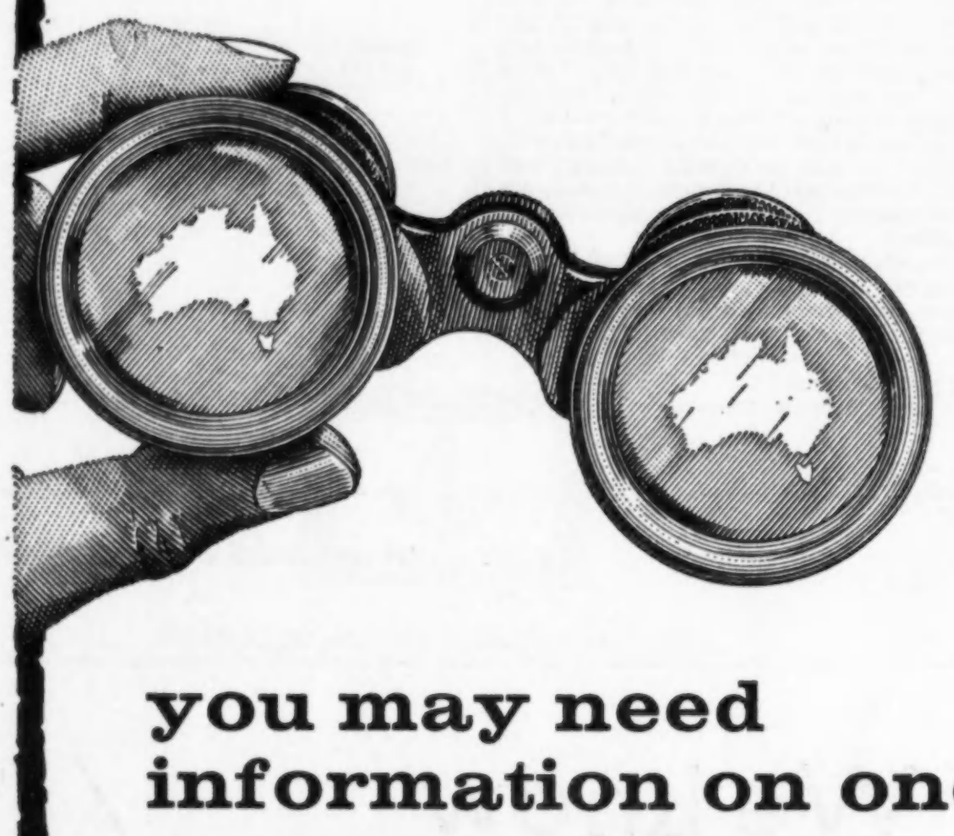


Yes, we know Australia and so we should, for probably nowhere else is a bank so closely integrated with every phase of life in the country it serves. Throughout Australia, the Territory of Papua and New Guinea, and in the British Solomon Islands, there are branches of the Commonwealth Trading Bank. Our knowledge of these areas is, in consequence, extensive, first hand and up-to-date. That knowledge, and our complete range of banking services, we place at the disposal of all who may find them helpful. Your enquiries are invited.

COMMONWEALTH TRADING BANK OF AUSTRALIA

Chief London Office: 8, OLD JEWRY, E.C.2 and at Australia House, Strand, W.C.2
Head Office: SYDNEY, N.S.W., AUSTRALIA

With AUSTRALIA in view...



you may need information on one or more of the following:

* **EXPORT OR IMPORT CREDITS**
* **EXCHANGE TRANSACTIONS**
* **COMMERCIAL INTELLIGENCE**
* **TRAVEL ARRANGEMENTS**
* **EMIGRATION**

A copy of our booklet 'Australia—Prospect, Progress, Potential' will be sent on request.

E. S. & A. BANK

The English, Scottish and Australian Bank Limited

Head Office:
55 GRACECHURCH STREET, LONDON, EC3

Chief Office in Australia:
287 COLLINS STREET, MELBOURNE

500 Offices in Australia
Agents and Correspondents throughout the World

AUSTRALIA, *continued*

New Period By-laws

The following goods will be admitted under By-law provided they are entered as set out below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Yarns, as follows: Polyester, exceeding 250 denier, to which paragraph 51.01.92 applies, that are entered for home consumption on or before December 31, 1966.	51.01	Free

Amended By-laws

The following By-laws have been amended to apply to the goods asshow n:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Waxes, artificial, not being polyethylene glycol waxes, for use in the manufacture of polishes, under security	34.04	Free
Waxes, prepared, in lump or mass form (not moulded into any definite articles such as heel balls, stick wax, crayons or pencils), other than those containing beeswax or polyethylene glycol wax, for all purposes except in the manufacture of candles, under security	34.04	Free
Tubes and pipes, stainless steel, as follows: Containing more than 1·5% of silicon. Having a circumference exceeding 8 inches. Having a temporary core for use in the manufacture of dental or surgical needles, under security. Having a wall thickness of 0·16 inch or over .	73·18	Free
Goods to which paragraph 75.02.12 or 75.02.22 applies, and that: (a) are goods that contain more than 35% by weight of nickel; and (b) are not wire that: (i) is an alloy of nickel and chromium; (ii) is of circular cross-section; and (iii) has a cross-sectional diameter not less than 0·0084 inch and not greater than 0·04 inch	75.02	Free
Nickel alloy tubes and pipes, having a circumference exceeding 8 inches, provided the nickel content or nickel-cobalt content is not less than 40%, not worked, or decorated but not further worked	75.04	Free
Lenses, prisms, mirrors and other optical elements, being parts solely or principally for use with photographic, cinematographic or television cameras, image projectors other than 35 millimetre image projectors, enlargers or reducers, slide viewers or microscopes . .	90.01 90.02	Free
Instruments, drafting, to which paragraph 90.16.11 applies, as follows: Having a f.o.b. price less than $10 each. Of the parallel movement kind. Of the parallel perspective kind. Of the trolley kind, for use on drawing boards not less than 80 inches by 50 inches or equivalent surface area but not including drawing boards, stands or tables therefor .	90.16	Free
Registers (or recorders), time, of a kind commonly used in business and industrial establishments for recording times on attendance cards, job cards and other documents	91.05	Free
Paper and paperboard, as follows: (a) Irrespective of weight: Coated fibreboard, multiple colour effect, for use in the manufacture of travel goods, under security. Cloth lined. Dry flong. For use for electrical insulating purposes, under security, but not including mica paper or paperboard. Impregnated against after glow as used for paper safety matches. Manila, oiled tympan. Oiled. Sack kraft, black multi-wall . . .	48.07.12	Free

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller Information is provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Methylsalicylate; the By-law still applies to these goods provided they are in direct transit to Australia on July 14, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on July 14, 1966, and are entered for home consumption on or before August 12, 1966 . . .	29.16.320	22½% Primage 5%
Waxes, artificial, being polyethylene glycol waxes, waxes, for use in the manufacture of polishes, under security; the By-law still applies to these goods provided they are in direct transit to Australia on July 14, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on July 14, 1966, and are entered for home consumption on or before August 12, 1966	34.04.000	$0.006 per lb. Primage 5%
Waxes, prepared, in lump or mass form (not moulded into any definite articles such as heel balls, stick wax, crayons or pencils), containing poleyethylene glycol wax,other than those containing beeswax, for all purposes except in the manufacture of candles, under security; the By-law still applies to these goods provided they are in direct transit to Australia on July 14, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on July 14, 1966, and are entered for home consumption on or before August 12, 1966.	34.04.000	$0.006 per lb. Primage 5%
Paper and paperboard, as follows: Sensitized cheque, in which the sensitizing agents were added to the 'furnish'; the By-law still applies to these goods provided they are in direct transit to Australia on July 14, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on July 14, 1966, and are entered for home consumption on or before August 12, 1966.	48.01.921 48.01.929	$56·33 per ton 40%, less $4 per ton
Rollers, tanners', for glazing leather . . .	70.21.000	Free
Wire that: (a) contains more than 35% by weight of nickel; (b) is an alloy of nickel and chromium; (c) is of circular cross-section; and (d) has a cross-sectional diameter not less than 0·0084 inch and not greater than 0·04 inch; the By-law still applies to these goods provided they are in direct transit to Australia on June 30, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 30, 1966, and are entered for home consumption on or before July 29, 1966. . . .	75.02.210 75.02.220	Free 25%
Microscopes, including microscope kits comprising essentially microscope intercheangeable parts and accessories thcrefor	90.11.000	Free
Microscopes, including microscope kits comprising essentially microscope interchangeable parts and accessories therefor	90.12.100 90.12.900	Free
Keys, ebony or eboid, for pianos . . .	92.10.199	27½%

The second of two SR.N5's being shipped to San Francisco. They are now being operated by San Francisco and Oakland Helicopter Air Lines on passenger ferry routes linking the joint international airports of San Francisco and Oakland with downtown San Francisco. A total of seven SR.N5's have now been delivered to the United States of America.

UNITED STATES

The Kennedy Round of tariff negotiations - Hearings

THE PRESIDENT of the United States has furnished the Tariff Commission with a supplemental list of articles to be considered for modification or continuance of United States duties or other import restrictions, in connection with the Kennedy Round negotiations. The articles to be considered are those whose rates of duty have been changed, since the main Tariff Commission pre-Kennedy Round hearings in 1963/64 (notified in the *Board of Trade Journal* dated November 1, 1963), by the following legislation:

P.L. 88-331 (certain wools for polishing felts).
P.L. 88-337 (soluble and instant coffee).
P.L. 88-482 (certain wild animals).
P.L. 89-204 (certain forms of nickel).
P.L. 89-241 (Tariff Schedules Technical Amendments Act of 1965). See *Board of Trade Journal* dated October 29 and November 26, 1965.
P.L. 89-388 (copra, palm nuts, palm-nut kernels, and oils crushed therefrom).
P.L. 89-405 (certain woven fabrics).
P.L. 89-431 (certain corkboard insulation).
P.L. 89-433 (certain natural graphite).

The Tariff Commission has instituted an investigation for the purpose of obtaining information in connection with the preparation of advice to the President in respect of each article on the Supplemental list as to the probable economic effect of modifications of duties or other import restrictions on United States industries producing like or directly competitive articles.

Tariff Commission public hearings relating to this investigation will begin on September 26, 1966. The final date for filing requests to testify at the hearings is September 16. Written information and views in lieu of appearance at the hearings may be submitted by interested persons at the earliest practicable date, but not later than September 26, 1966. Related hearings are also being held on September 26 by the Trade Information Committee of the Office of the Special Representative for Trade Negotiations. Since information received by the Tariff Commission will be made available to the Trade Information Committee, appearance before the Committee for the purpose of submitting the same information, although permissible, will not be necessary.

British exporters of the articles concerned are advised to get in touch with their agents in the United States to consider what action should be taken to make their views or any relevant facts known to the Tariff Commission or the Trade Information Committee.

A copy of the United States Supplemental list of articles may be seen at the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457). Other inquiries about this notice may be addressed to United States Branch, Commercial Relations and Exports Department, Board of Trade, 1, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

Tyre advertising and labelling guides

THE *Board of Trade Journal* of March 25, 1966, announced that the United States Federal Trade Commission had published proposed Tyre Advertising and Labelling Guides and also had adopted a new guide relating to tyre pricing.

After full consideration of all comments received concerning the proposed Guides, the Commission have now published the Guides in their final form. The Guides become effective on February 19,

(*Continued on next page*)

UNITED STATES, *continued*

1967 (the Guide relating to tyre pricing became effective on May 10, 1966). The Guides as now published supersede the Tyre Advertising Guides adopted May 20, 1958, as amended April 3, 1964. It should be noted that the Guides provide for, *inter alia,* disclosure of information as to size, whether tubeless or tube type and actual number of plies in a permanent manner on the outside wall of the tyre, and whether the tyre is for direct sale or for incorporation in a passenger automobile, station wagon or similar vehicle.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

VENEZUELA

Import licensing restrictions

HM EMBASSY in Caracas report that by resolution No. 3110 issued by the Venezuelan Ministries of Finance and Development on August 15, 1966 and effective from the same date, import licensing restrictions have been imposed on certain types of stopcocks, faucets, etc.

Tariff No.	Description	Duty in Bolivars
716-15-01-2	In copper or its alloys:	
	(a) Stopcocks, or taps for tubes (4)	0·20
	(a) Not specified	0·20

Goods going by air will become subject to this resolution as from August 30, 1966.

GUYANA

Customs tariff

THE PROVISO to Part I of the first Schedule to the Guyana Customs Ordinance (under which the Comptroller may allow the entry of certain articles at special rates and subject to certain conditions) has been further amended by the addition of the following new items:

Articles	Rate of Import Duty: Preferential Tariff	Rate of Import Duty: General Tariff
20 Parts and raw materials imported solely for use in the manufacture of electric accumulators provided that the Comptroller is satisfied that they will be used solely for that purpose.	12%	18%
21 Chemicals which the Comptroller is satisfied are imported solely for use in the manufacture of detergents and liquid bleach or either of such products	6%	12%
22 Paper imported solely for use in the manufacture of envelopes provided that the Comptroller is satisfied that it will be used solely for that purpose.	6%	12%
23 Cartons or containers made of cardboard or paperboard, except cartons or containers made of corrugated cardboard or of solid cardboard, imported solely for the packaging of goods manufactured or produced locally on proof to the satisfaction of the Comptroller that such cartons or containers will be used solely for the packaging of such goods .	10%	15%

Exemptions from import duties

PART III of the First Schedule to the Guyana Customs Ordinance (table of exemptions from duty) has been amended in the following manner:

(a) by the addition of the following new items

74. Industrial machinery and transport equipment admitted as such by the Comptroller for use in undeveloped areas of the interior approved by the Minister of Finance.
75. Goods imported by the Bank of Guyana solely for the purposes of the operations of the Bank.

GEEST LINE

FOR THE FAST DIRECT SERVICE

TWICE EVERY WEEK TO
BARBADOS &
THE WINDWARDS
Dominica 8 days ■ Barbados 9 days
Grenada 11 days ■ St. Lucia/St. Vincent 12 days
Sailing from PRESTON & BARRY

Head Office: Geest Industries Ltd., Spalding, Lincs. Tel: Spalding 3901
Grams: Geest, Telex, Spalding. Telex 32235
Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street. Leith, Edinburgh. Tel: Leith 1557

76. Supplies and equipment which the Comptroller is satisfied are imported solely for the use of the University of Guyana.

(b) by the deletion of item 34—Motor Spirit (including gasolene and other light oils for similar use), when imported or cleared from bond for use as fuel for driving certain specified machinery.

(c) by the insertion of the words 'and parts' before the word 'refills' in item 20 (Fire-fighting apparatus); by the substitution of the word 'including' for 'other than' before the word 'newsprint' in item 42 and by the insertion of the words 'of textile materials' between the words 'labels' and 'for garments' in item 45 (Articles intended for use in a garment factory).

Inquiries about the above notices should be addressed to the Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

URUGUAY

Exemptions from import restrictions

HM EMBASSY at Montevideo report that by a decree of August 18 existing import restrictions have been extended until December 15 (see the *Board of Trade Journal* of April 29, page 970) with the following exceptions:

Tariff No.	Items
32.099	Refractory cements
33.018	Parts and accessories for radio and TV equipment
33.042	Ordinary valves for radio and TV receivers
33.091	Paper matrices, whether or not plastic coated, sensitized for photo-copying on the transfer system
37.125	Aerosol containers
37.147	Small mats
37.216	Key blanks
41.276	Spares for agricultural machinery
41.306	Spares and accessories for industrial machinery
42.244	Sodium hydrogen carbonate
42.265	Glass envelopes, coated, with internal conductors for making TV picture tubes
42.266	Glass envelopes for making electric light bulbs up to 90 mm. in diameter
42.417	Pure bleached animal waxes
42.439	Cellulose tape up to 3 mm. wide
42.699	Edible gelatine
42.837	Rayon yarn
42.885	'Krome Kote'
42.894	Lanolin
42.983	Aluminium sheets up to 0.1 mm. thick with thermo-plastic sealing adhesive
43.234	Tracing cloth
43.399	Resins, in solution
43.423	Sodium and potassium silicates
43.426	Sodium hydroxide
43.471	Anhydrous sodium sulphate
43.483	Sodium sulphide
48.012	Umbrella frames and accessories
48.136	Plushes of artificial silk mixed with other textile fibres, except wool and/or nylon suitable for the manufacture of toys
49.087	Spare parts for motor vehicles and tractors
50.054	Lentil

Additional prior deposits

THE SLIDING scale of additional prior deposits recently introduced in connection with imports into Uruguay (see *Board of Trade Journal* of July 29, page 306) will only be applied to imports of capital goods.

NICARAGUA

Consumption tax on motorcycles

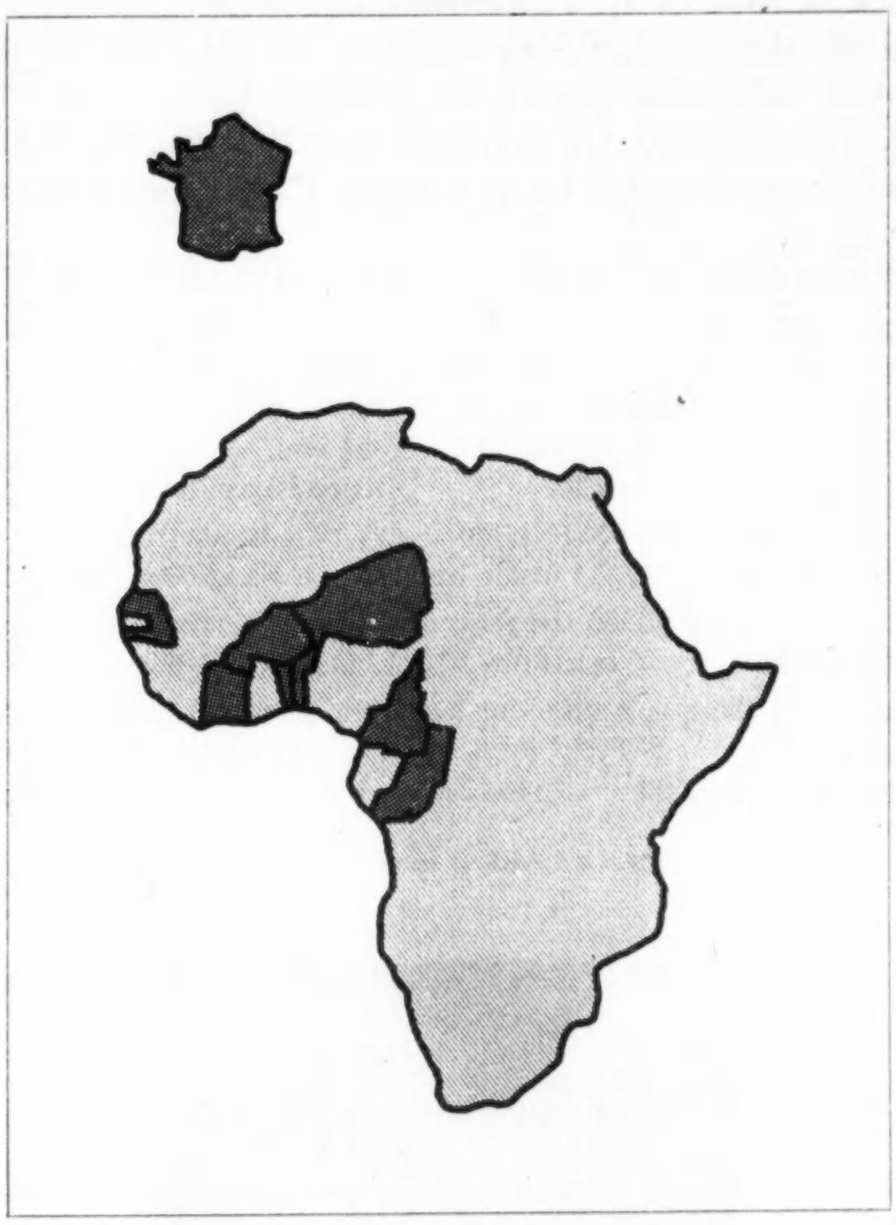
BY DECREE NO. 80 published in the Nicaraguan *I a Gaceta* of July 26, a consumption tax has been imposed on nationally-manufactured and imported (whether or not from the Central American Area) motorcycles, with effect from June 1, 1966.

Description	Cordobas
Up to 55 cc. cylinder capacity	300
Over 55 cc. up to 105 cc.	400
Over 105 cc. up to 155 cc.	585
Over 155 cc.	800

ANNUAIRE DE L'INDUSTRIE ET DU COMMERCE AFRIQUE EUROPE

A publication giving all the information about the industrial and commercial organisations working in Africa, circulating in all the countries in Africa where French is spoken, with European firms who have business relations with Africa.

The next edition will be published at the end of 1966, the number of copies being 20,000.



Publishing & Distributing Co. Ltd.,
Mitre House, 177 Regent Street, London, W.1
Telephone Numbers: REGent 6534 and 6535

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

BINGO

LE MENSUEL DU MONDE NOIR

This publication is the chief monthly review in the French speaking territories. It is published on the first of each month with a circulation of 30,000, which covers the most prosperous and most influential people in Senegal, Mali, Cote d'Ivoire, Haute, Volta, Congo, Guinea, Camerouns, Togo, Niger, Central African Republic, Dahomey, Gabon, Chad and Madagascar.

Type area is 300 mm. x 220 mm. Advertising rates are as follows:

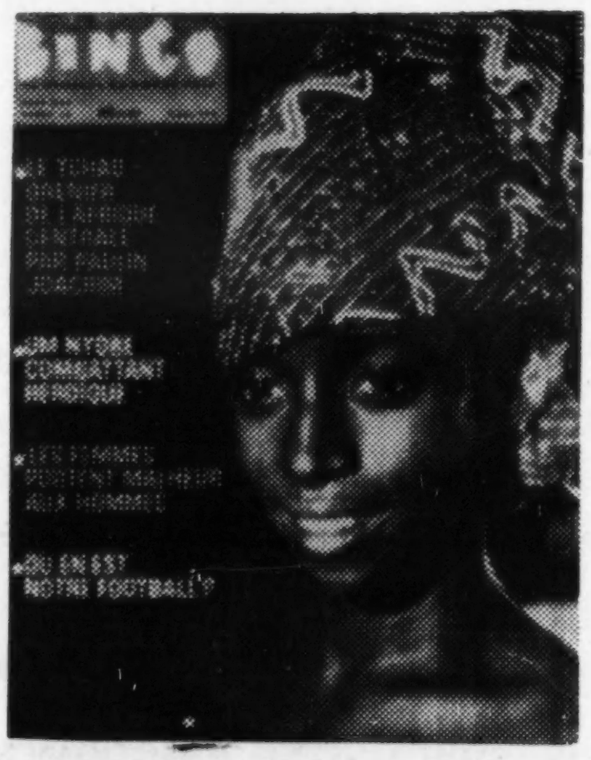
1 pg. 220 × 300 mm. = N.F. 1,250 = £90.14.3
½ pg. 148 mm. × 220 mm. or 300 mm. × 108 mm. = N.F. 650 = £47.3.6
¼ pg. 72 mm. × 220 mm. or 148 mm. × 108 mm. = N.F. 360 = £26.2.6
⅛ pg. 72 mm. × 108 mm. or 148 mm. × 53 mm. = N.F. 230 = £16.2.2

Covers: Screen 120. Inside Pages: Screen 85.

Cover rates: N.F. 1,350 = £97.19.6. inside front.
N.F. 1,300 = £94. 7.1 inside back. N.F. 1,400 = £101.12.1 back

Colours: 15% per colour on the gross amount. Financial advertising plus 100%. Series discounts: 6 insertions 5%; 12 insertions 10%.

Alternatively there is a discount available on the amount of advertisng bought, i.e. N.F. 3,750 % £273. 6. 5 has a series discount of 5%. Likewise for N.F. 7,500 = £546.12.10 = 10%. N.F. 15,000 = £1,093.5.8 = 15%.
N.F. 22,000 = £1,640. 0. 0 = 20%. N.F. 30,000 = £2,186.11.4 = 25%.



By advertising in BINGO, a product will reach every one of the people in top socio-economic groups in each of the above-mentioned territories, thus, instead of splitting up an advertising budget amongst the National media of each country, the whole of French-speaking Africa can be covered economically and efficiently with just one space order.

London Representatives:

PUBLISHING & DISTRIBUTING CO. LTD.,
Mitre House, 177, Regent Street, W.1. Tel. REGent 6534/6

Arthur Bell and Sons Ltd. are sending the sailing barge "Sirdar" to Holland and Belgium on a campaign to boost exports of Bell's whisky. Picture shows Mr. William Miller (left), export director of Arthur Bell and Sons Ltd., with the Master of the 'Sirdar' (centre) and ex RSM Ronald Brittain, Bell-ringer for Bell's.

EUROPEAN FREE TRADE ASSOCIATION

Deferment by Austria and Switzerland of certain tariff reductions

THE *Board of Trade Journal* of December 24, 1964, published details of an agreement by EFTA Member States that Austria and Switzerland could defer until June 30, 1965, the EFTA tariff reductions which were due to be made on certain goods on December 31, 1964. It was further agreed, as announced in the *Board of Trade Journals* of August 6, 1965, and December 24, 1965, that these tariff reductions could be deferred for further periods until December 30, 1966.

It has now been agreed that this period of deferment may be extended until December 31, 1967. The goods covered by this agreement are:

Brussels Nomenclature No.	Description of Goods
	IMPORTED INTO AUSTRIA
Chapter 17: ex 17.04	Sugar confectionery, not containing cocoa (other than fondants, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80 per cent or more by weight).
Chapter 18: ex 18.06	Chocolate and other food preparations containing cocoa (other than solid chocolate in slabs, bars, tablets, etc.).
Chapter 19: ex 19.08	Biscuits, wafers, rusks, cakes and Danish pastry.
	IMPORTED INTO SWITZERLAND
Chapter 17: ex 17.04	Sugar confectionery, not containing cocoa (other than fondants, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80 per cent or more by weight).
Chapter 19: ex 19.08	Biscuits, wafers, rusks, cakes and Danish pastry.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Exts. 2479/2480).*

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

HARTLEPOOLS INTELLIGENCE is a monthly digest of Press reports on the industrial, commercial and social life of an area organized and eager to make welcome new industry and new people. Sample issue (1s. post paid) or a regular supply (12s. a year) from: The Industrial Development Officer, Municipal Buildings, West Hartlepool. Tel. Hartlepools 2161.

NISSEN TYPE BUILDINGS 66′ x 24′ and 36′ x 16′. We carry a large stock of unused buildings of various lengths for immediate despatch. ROMNEY BUILDINGS 96′ x 35′. Other lengths available. Naylors (Bilston) Ltd., 204, Wolverhampton Street, Bilston, Staffs. Tel. Bilston 41689-42448.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

PHOTOGRAPHIC APPARATUS and discontinued lines wanted by mail order company. Harringay Photographic, Dept. B/T, 435 Green Lanes, N.4. Telephone MOUntview 5241/2.

SEWING MACHINES. For new and reconditioned machines. parts and needles, etc. ALFRED SHAD Sewing Machines Co. Ltd., 50 Berwick Street, W.1. GERrard 0334/9357.

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308-5960.

SEYMOUR INTERNATIONAL SUBSCRIPTIONS – the World-Wide Subscription Service for newspapers and periodicals. Learn what's going on in your Export Markets through their domestic trade and technical journals and from similar publications of competitor foreign countries sharing those markets. 334, Brixton Road, London, S.W.9. Redpost 4444.

SPAIN

Customs tariff

IN THE *State Gazette* of August 12, the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
		Per cent	Per cent
29.35 A 1	Furfural and tetrahydrofurfuryl alcohol	30	21·5
2	Furfuryl alcohol	30	4·5
57.07 A	Yarn of sisal and henequen	23 (with a specific of 9 pesetas	minimum per kilo)
59.04A	Twine, cordage, ropes and cables of sisal and henequen	28 (with a specific of 10 peset	minimum as per kilo)
79.01	Unwrought zinc, zinc waste and scrap	15	10
79.02 A	Wrought bars, rods, angles, shapes and sections of unalloyed zinc	36	12
79.03 A 1	Plates, sheets and strips of unalloyed zinc	36	12
2	Plates, sheets and strips of alloyed zinc	42	14
B	Powders and flakes of zinc	25	10
79.04 A 1	Tubes and pipes and blanks therefor, of zinc and hollow bars, of unalloyed zinc	36	12
84.45 C 3 g	Hammers and sharpening machines:		
1	Weighing not more than 7,000 kg.	30	14
2	Weighing more than 7,000 kg.	30	1
86.04	Mechanically propelled railway and tramway coaches, vans and trucks, and mechanically propelled truck inspection trolleys:		
A	Trucks specially designed for the assembly and maintenance of railways (tampers, graders, aligners, bolt-removers and regulator finishers of ballast borders)	20	5
B	Other	20	15
90.10 D	Automatic machines for developing, fixing, washing, drying and glazing photographic paper in reels, films of graphic or radiographic arts, electronic shears with built-in motor	40	1
90.29 B	Other parts and accessories suitable for use solely or principally with one or more of the articles falling within heading No. 90.23, 90.24, 90.26, 90.27 or 90.28	35	25

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	15 July 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	8 July 1966
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	19 Aug. 1966
Chemical industries production (6-M)	20 May 1966
Companies:	
Income and finance (Q)	5 Aug. 1966
New companies registered (M)	26 Aug. 1966
Credit:	
Instalment credit business (M)	12 Aug. 1966
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 July 1966
Production, exports and orders (M)	26 Aug. 1966
ECGD business (Q)	3 June 1966
Film industry:	
British Film Fund Agency returns (M)	29 July 1966
Cinema admissions and takings (M)	12 Aug. 1966
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	10 Sept. 1965
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	12 Aug. 1966
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	19 Aug. 1966
Trends in exports of manufactures (A)	3 Dec. 1965
World trade and production (Q)	26 Aug. 1966
Foreign trade of the UK:	
Trade by air (6-M)	27 May 1966
Unit value and volume index nos. (M)	12 Aug. 1966
Value of overseas trade (M)	19 Aug. 1966
Gold and convertible currency reserves (M)	12 Aug. 1966
Hairdressing trades turnover (M)	19 Aug. 1966
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 Aug. 1966
Business (M)	12 Aug. 1966
Industrial building provisional figures (Q)	29 July 1966
Industrial production:	
Index nos. (M)	26 Aug. 1966
N. Ireland index (M)	12 Aug. 1966
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	1 July 1966
Investments and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	19 Aug. 1966
Machine tools deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	1 July 1966
Deliveries (Q)	13 May 1966
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	26 Aug. 1966
Motor trades turnover (M)	This week
Nationalized industries overdrafts (M)	This week
Partnerships registered (A)	4 Feb. 1966
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	This week
Retail prices index (M)	26 Aug. 1966
Retail trade:	
Index nos. (M)	12 Aug. 1966
N. Ireland index (M)	26 Aug. 1966
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	12 Aug. 1966
Stocks:	
Manufacturers' wholesalers' and distributors' (Q)	8 July 1966
Retail (M)	12 Aug. 1966
Retail and wholesale trades (A)	31 Dec. 1965
Textiles:	
Clothing and textiles orders and deliveries (M)	26 Aug. 1966
Cotton production (M)	26 Aug. 1966
Wholesale houses sales (M)	19 Aug. 1966
Wool exports (Q)	26 Aug. 1966
Wool output (M)	26 Aug. 1966
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	12 Aug. 1966
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	12 Aug. 1966

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	26 Aug. 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	24 June 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	4 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
19/66	Amending Regulations Nos. 45, 46, 116, 129/63 and 59/64 relating to farmyard poultry eggs for hatching and live poultry not exceeding 185 grammes weight per head	5d.
20/66	Provisionally continuing the method of ascertaining prices in the Member States' markets in beef and veal	5d.
23/66	Concerning the term of validity of the maximum amount of the refund applicable to exports to third countries of certain clarified butters.	8d.
24/66	Adjusting and laying down sluice-gate prices and determining the amount of levies in relation to third countries in the sector of poultry eggs for the second quarter of 1966	1s.
31/66	Determining the amount of subsidies granted for private storage of butter	5d.
32/66	Continuing the period of validity of Regulation No. 88/65 in respect of refunds on exports to third countries in the pigmeat, egg and poultry meat sectors	5d.
33/66	Continuing the period of validity of Regulation No. 3/66 on certain measures by way of derogation concerning imports from third countries of frozen beef and veal	5d.
34/66	To continue the period of validity of Regulations Nos. 55/65 and 56/65 on special provisions relating to the disposal of certain cheeses, and to amend Regulation No. 56/65	5d.
35/66	To continue the period of validity of Regulation No. 130/65 on the granting of a refund to producers in respect of maize, groats and meal used in the brewing industry	5d.
36/66	Suspending the customs duties and levies chargeable by the Italian Republic on imports from third countries of live animals of the domestic bovine species, other, not exceeding 340 kg. weight per head (CCT No. ex 01.02 A II)	5d.
37/66	On the measures to be applied in the matter of prices for milk and dairy products for the 1966/67 season, and to amend Regulation No. 113/64	10d.
40/66	Fixing the maximum amount of refunds applicable to exports to third countries of frozen beef and veal which have not been the subject of intervention measures	5d.
43/66	Amending the additional amount of levy on poultry eggs in shell	5d.

Suspension of Common Customs Tariff

THE *Board of Trade Journal* of January 28 (page 212) contained details of certain tariff items on which the Council of the EEC has partially or totally suspended the Common Customs Tariff during 1966.

The *Journal Officiel des Communautés Européennes* No. 137, dated July 27, 1966, contains the text of a Council Design amending the description of one of these items which should now read:

Tariff Heading	Description of Goods	Common Tariff Rate of Duty for 1966
Ex 29.15	Hexachloro*endo*methylenecyclohexenedicarboxylic acid	8%

FRANCE

Global quotas for imports

THE FRENCH *Journal Officiel* of August 17 announced the opening for the second half of 1966 of global quotas for the import of goods, remaining subject to quantitative restrictions, from all countries outside the Franc Zone.

Applications to import goods from Britain must be made in accordance with the provisions of the notice to importers, as published in the *Board of Trade Journal* of April 15, 1966, page 589, for the opening of the first first half of the quota for 1966.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480).

YUGOSLAVIA

Amendments to Law on Foreign Trade

ON JULY 6, 1966, the Yugoslav Federal Assembly passed a law amending and adding to the Law on Foreign Trade. The new law came into force on July 21. Its effect is to diversify the foreign trade system, and the main provisions are:

(1) Manufacturers and commercial enterprises registered for foreign trade may now also act as agents for foreign firms.
(2) Agents may now import from their foreign principals into their consignment stocks.
(3) All enterprises are authorized to establish offices in foreign countries and to appoint agents abroad.

A more detailed summary of the provisions of the new law may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 or 450).

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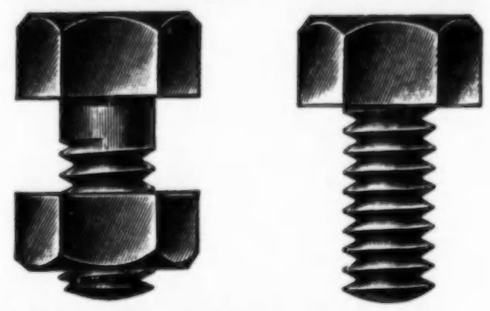

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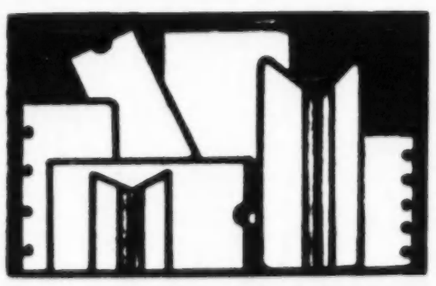

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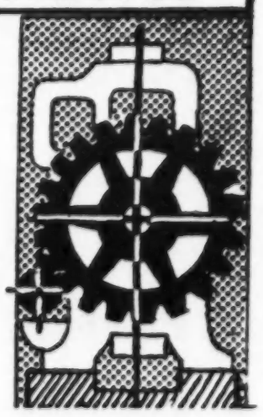

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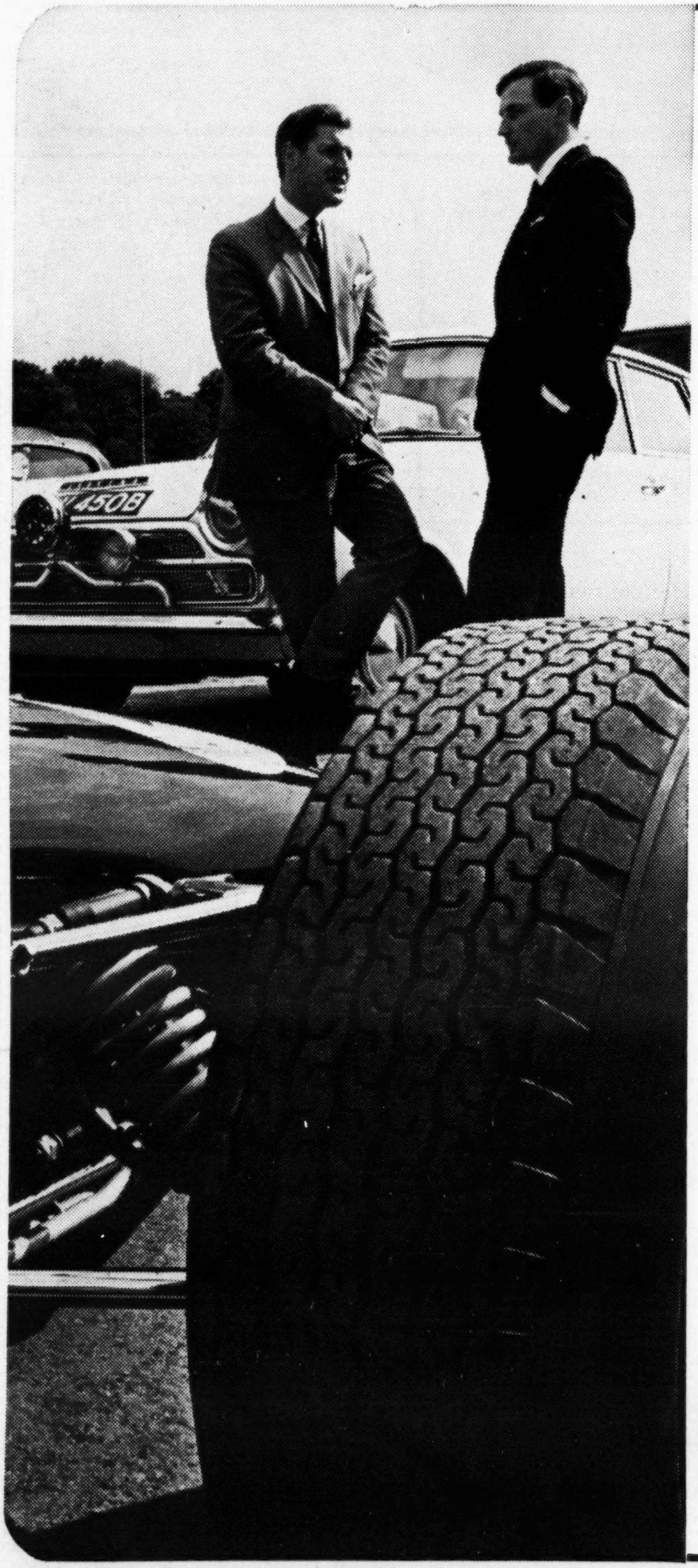

This man is a 'small' exporter, but not for long.
This year his exports will be ten times up on '64.

Lord Nuffield began by making bicycles. Jim Clark once raced a Standard 8. Everyone has to start somewhere, and Alan B. began exporting motor accessories on a modest scale mid-way through 1964. We talked to him at Brands Hatch.

Interviewer: Your export figures are already becoming less modest?

Alan B: If you start with a figure of a few pounds it's not hard to double and treble it. But we have gone up well: £4,000 the first year, £26,000 the second, and it should be around £40,000 this year.

I: You first came to ECGD for cover for U.S.A. Are you in other markets as well now?

Alan B: We're selling to Italy, Germany, Sweden – most countries in Western Europe. And still to the U.S. – that's the best market of the lot.

I: You have a lot of separate customers: could you keep track of the creditworthiness of all of them without ECGD?

Alan B: We couldn't begin to. This financial security aspect is most vital to us. And besides that, ECGD advice on an importer is a useful pointer to how well he can handle our business. Obviously a firm of our size can't make a personal check on every overseas buyer, but ECGD approval gives us a pretty good indication that he's O.K.

I: Expansion costs money. Does your ECGD policy help you in financing exports?

Alan B: It helps a lot, especially as we begin to get bigger orders on extended delivery. On the back of our ECGD policy we can get a 90% advance on bills from the bank.

I: Have you found small size a disadvantage in exporting?

Alan B: Not at all. All you do is provide products people want. Advertise. Keep tabs on enquiries through ECGD. And never fall down on the simple things, such as packing the goods well, making sure the documents are in order, seeing that the goods arrive on time.

I: I'm surprised you've time to come to Brands.

Alan B: Busman's holiday. Does me good to see so many of our products in the car park. And it's better still to see them in Rome and Frankfurt and Stockholm.

Small companies as well as big can find new sales potential abroad – with export credits guaranteed by ECGD at lower cost than ever before: premiums have now been reduced again by an average of 15%. The interview above is authentic; only the people in the photograph are fictitious. To get the full story of how ECGD can help you increase exports, 'phone your local ECGD Manager today.

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